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PARIS, WEDNESDAY, MARCH 9, 1988

ESTABLISHED 1887

As Migrants Surge Into Asia's Cities, Economies Buckle

By Michael Richardson
International Herald Tribune

BANGKOK — After driving a rented taxi for most of the night and morning, Banlueng Palusuk lies sprawled on the floor, exhausted.

A fan stirs the fetid air. His shack, built of planks and corrugated iron, is crammed beside dozens of other ramshackle houses that stand on stilts over a swamp in Klong Toey, near the port of Bangkok.

Two years ago, Mr. Palusuk, 25, his wife and baby son left Roi Et, one of the poorest, driest provinces in the northeast of Thailand, to move to Bangkok.

"There was no work up there and it was hard to survive," he said. "Here I can earn enough to eat every day."

The Palusuk family's migration is part of a surge of people, leaving the countryside for the cities and large towns of many Asian countries, from Indonesia to China.

This movement is creating a chain of "mega-cities" in Asia that some urban planners say is bringing a new kind of mass deprivation, widening the gap between the region's rich and poor. It also is creating heavy demands for jobs, transport, water supply, waste disposal, education and health services in urban areas.

Acute shortages of affordable land and housing, especially for the poor, have developed in many of Asia's cities.

Recent studies by United Nations agencies in Bangkok predict that if trends continue, up to 40 percent of the 3.6 billion population in the Asia-Pacific region by the year 2000 will be in urban areas, compared to about 26 percent of the current population of roughly 2.8 billion.

S.A.M.S. Kibria, executive secretary of the UN Economic and Social Commission for Asia and the Pacific, said that more than 1.1 billion people would be living in 22 cities, each with over five million inhabitants.

"The staggering impact of this process has not yet drawn many realistic responses," he warned. "As a consequence, slums and squatter settlements, landlessness, joblessness and deteriorating environments have proliferated."

One study by the commission projects that by the turn of the century, Shanghai, Beijing and greater Tokyo will each have between 22 million and 26 million residents.

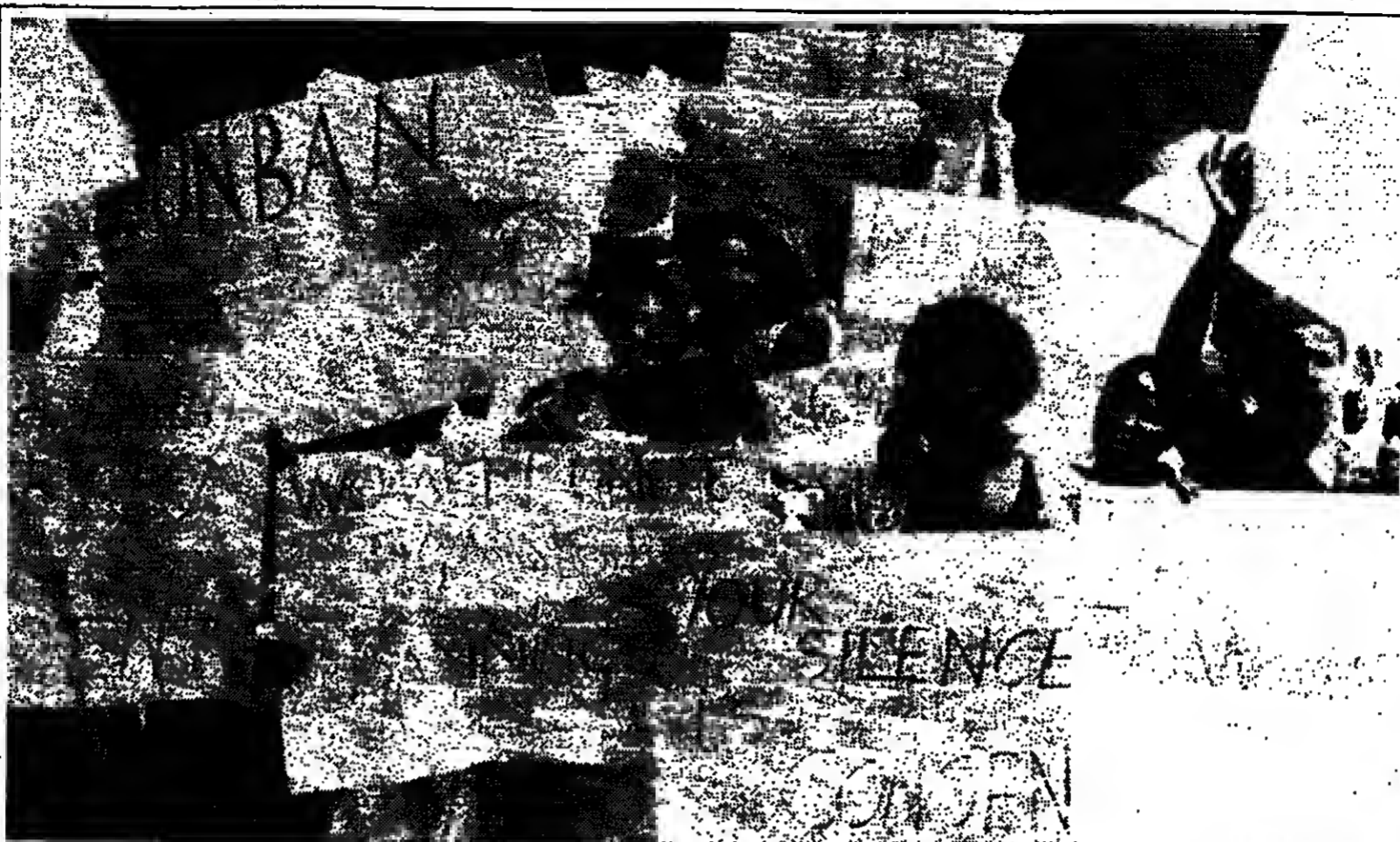
In greater Bombay, Calcutta and Jakarta, the range will be from 16 million to 18 million.

Other regional mega-cities will include Seoul, with more than 14 million people, and Manila and Bangkok, each with around 12 million.

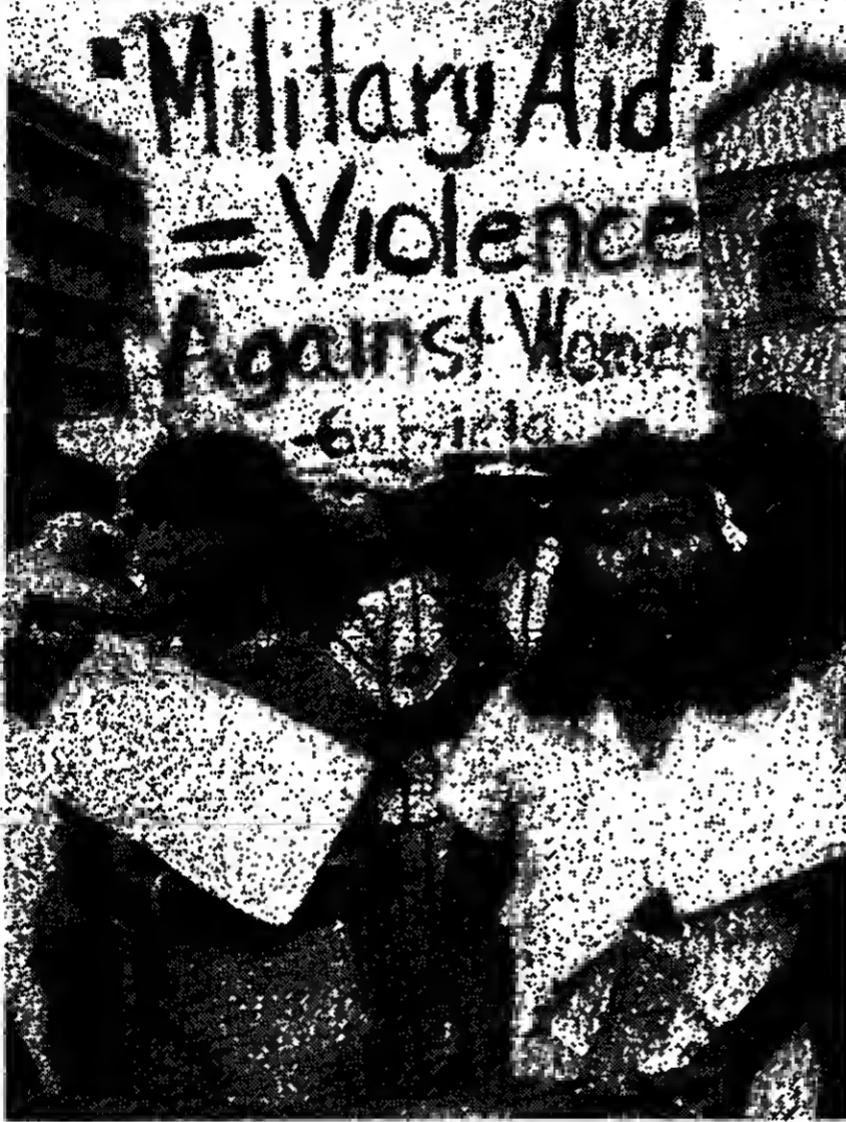
Bangkok's population has more than doubled in a decade. Migration from the countryside and the arrival of illegal migrants from Burma and Indochina have added to the population growth.

Chamlong Srimuang, governor of Bangkok, said that official figures put the city's population at 5.4 million. "But I guess it's somewhere between seven and eight million," he said.

See CTIES, Page 6



John Palfon/The Associated Press



Joe Dart/Agence France Press

Turning Out for Women's Day

International Women's Day around the world Tuesday. Above, South Africans protesting the banning of anti-apartheid groups; the Johannesburg police broke up the demonstration and briefly detained seven photographers and television cameramen. Left, a rally in Manila against the U.S. military presence in the Philippines; participants also accused the government of violating women's rights. Below, Palestinian women demonstrating at a refugee camp in Sidon.



Y. Haddadin/Agence France Press

Bush's Effort Runs Short on Substance

By David Hoffman
Washington Post Service

ST. LOUIS, Missouri — As Vice President George Bush strolled the aisles of the World's Fishing Fair over the weekend in Springfield, Missouri, a large banner high overhead urged thousands of sportsmen, "Don't Miss Ethyl, the Largest Black Bass in Captivity!"

Mr. Bush never got to see Ethyl, but he inspected dozens of fishing rods, lures and rods, then delivered what would easily qualify as the world's shortest campaign speech.

"I'll tell you something. If this country ever loses its interest in sports or ever loses its interest in fishing, we got real trouble and I don't think that's going to ever happen."

Applause. Smiles. Exit Sportsman Bush.

In recent days Mr. Bush has been running a presidential campaign based almost entirely on symbols and devoid of substance.

He has given only one major speech since his primary victory in New Hampshire, arguing against textile import restrictions in South Carolina. He has all but abandoned the "Ask George Bush" forums where voters could question him. He has retreated into what his rivals have called the vice presidential "cocoon," refusing to answer the charges of his chief competitor, Senator Bob Dole of Kansas, and appearing only briefly before the reporters who travel with him.

From a political standpoint, Mr. Bush's approach appears to be working.

Yet the vice president's campaign style in recent weeks has revived an old question about Mr. Bush: In the absence of political pressure that might force him to provide a fuller explanation, voters might well ask whether Mr. Bush knows where he wants to lead the nation and whether he has a program to get there.

The question has been discussed privately by Mr. Bush's staff, which is preparing a fresh effort to offset any such doubts by adding new material on economics to his speeches scheduled after "Super Tuesday," the round of primary elections and caucuses that were held Tuesday in 20 states.

"We're going to heavy-up the speeches," said a Bush spokesman, Peter Teeley. Top Bush strategists were to meet Wednesday in Houston.

See BUSH, Page 6

Klosk Armenia Marks Protest Deaths

MOSCOW (Reuters) — Thousands of Armenians held a funeral march and rally Tuesday for victims of ethnic riots in Transcaucasia in the Armenian Republic capital of Yerevan, residents said.

The marchers laid flowers at a monument to Armenians killed in 1918. They then marched to Opera Square, where they listened to speeches commemorating Armenian victims of the recent violence.

2 Killed in Arab-Israeli Clashes on the West Bank

By Alan Cowell
New York Times Service

RAMALLAH, Israeli-Occupied West Bank — Security forces fired tear gas and rubber bullets to disperse Palestinian women marching Tuesday for International Women's Day, witnesses said, as continued and widespread violence seized Israel's occupied territories.

Two more Palestinians were reported killed in upheaval related to the revolt that has continued for three months. One of the dead was an Arab policeman working for the Israeli authorities, prompting official suggestions that a campaign against perceived collaborators had intensified. The second was reportedly shot to death by Jewish settlers.

The upheaval came one day after Israeli forces shot and killed three Palestinian guerrillas who had hijacked a bus in the south of the country between Beersheba and a top-secret nuclear research center at Dimona.

Yasser Arafat's el-Fatah movement, the dominant force in the Palestine Liberation Organization, took responsibility for the attack, in which three Israeli civilians, two of them women, were slain.

Four Israeli Army officers whose car was seized by the Palestinian gunmen before the bus was hijacked were jailed on Tuesday for 35 days for failing to carry weapons.

The hijacking and subsequent killings seemed to reinforce Israeli revulsion for the PLO and also seemed to trouble those Palestinians who are concerned that the armed attack will erode the perceived benefits gained from three months of unarmed protest by stone-throwing demonstrators in the occupied territories.

"There is no doubt that it proves that the PLO is not a partner to dialogue," Prime Minister Yitzhak Shamir said on the Israeli radio. "It must be removed and wiped out."

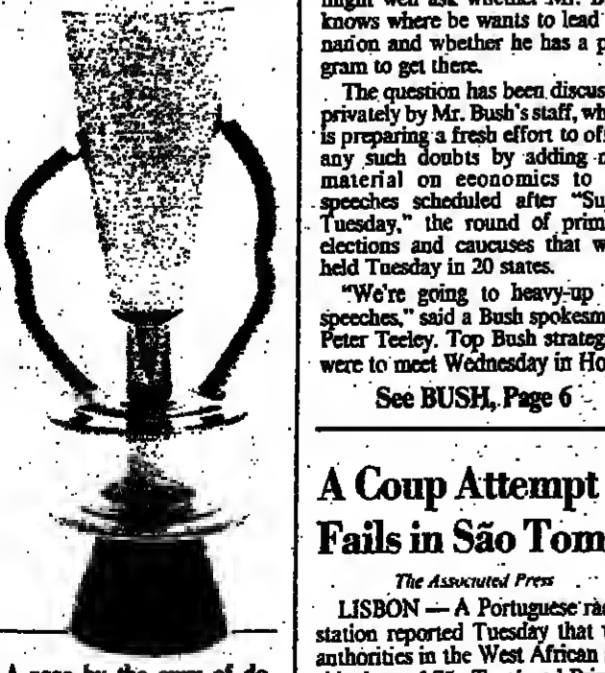
Mr. Shamir, moreover, linked the attack to the revolt in the occupied territories. "These are the same people who incite the riots in the territories," he said.

Similar sentiments were evident in cartoons in Hebrew newspapers, one depicting Mr. Arafat offering a blood-stained calling card in the image of a bullet-bored bus to Secretary of State George P. Shultz.

Sari Nusseibeh, a Palestinian intellectual known as a moderate, argued in a published interview that the perceived benefits that have accrued to the Palestinian cause over the past three months derive from the fact that it has conjured images of unarmed protesters rising against an armed and militarily superior foe.

When an Israeli hostage was shot

See ISRAEL, Page 6



A vase by the guru of domestic design, Ettore Sottsass, who believes that the home "has lost much of its mythic destiny." Back page.

Mending Families: A New U.S. Priority

By Tamar Lewin
New York Times Service

NEW YORK — Larry Keane is far too tall for the child-sized chairs in the playroom, but he sits quietly, beaming at the back of his son's head as Kevin, 4, finishes a wooden puzzle and proudly drops it to the nursery side at the family drop-in center in Baltimore's bleak Cherry Hill housing project.

"Kevin's doing excellent," said Mr. Keane, who has just finished a sausage-and-eggs breakfast in the center's kitchen. "They help him get real smart here. They helped me get a job, too. If you're trying to keep from running in the street, selling needles and stuff, this place can help you get away from all that. You got a problem with your kids or anything else, there's always someone here you can talk to."

Family support centers like the one the Keanes go to have been popping up all over the country in the last few years. And this year, efforts to mend the American family — helping two generations at once — are rapidly moving up the list of national priorities.

More than half the governors in the country mentioned children's issues in their state messages this year, and many of the presidential candidates have been talking about programs to strengthen the family. Meanwhile, Congress is considering legislation to finance family-support programs, child care and the use of schools as a base for serving younger children.

That the nation's children are in trouble is beyond argument. Last fall, an influential study by the Committee for Economic Development, a New York research and education group, reported that a quarter of all children under 6 live in poverty, as many as a third of the children entering kindergarten each year may not have the basic skills needed for successful schooling, and three-quarters of all

"What we're doing for the parent is remedial: their attitude to school, a place that they've had bad feelings about," said Jeanne Heberle, the coordinator of the Keatucky program. "Later, when the child starts school, we hope that positive attitude to education will cross over."

Maryland's Friends of the Family, which runs the center Mr. Keane attends, is less formal, with eight drop-in centers — and three more to come — offering formal parenting classes, literacy tutoring, potluck dinners, teen groups aimed at pregnancy prevention and supervised playrooms where parents can leave their children.

"Being a parent can be a very isolating experience, and having a place to go and be with other people can help break that isolation," said Rosalie Street, who heads Friends of the Family, a private group that provides support and administration for the centers, which get state money. "We are trying to do all the things that a grandmother of an aunt used to do."

Many programs are designed to bridge an information gap. "There's an awful lot of information on child development and parenting out there these days, but no one place where parents know they can go to get it, except maybe the pediatrician's office," said Robert Keating, the director of the Division of Family Support and Community Living in Connecticut.

Heather Weiss, who heads the Harvard

See FAMILY, Page 6

General News

Two representatives of the Oxfam charity held in Lebanon were freed. Page 6.

Students in Krakow, Poland, clashed with police. Page 2.

Dow Jones	1,888
The Dollar	1.84
Up	24.70
Down	127.98
FF	5.647

Oil States Face New Price Test

Urgent Meetings Are Sought to Deal With Threat

By Youssef M. Ibrahim
New York Times Service

PARIS — As oil prices threaten to collapse, the Saudi Arabian oil minister flew to Algeria Tuesday for consultations on holding an emergency OPEC meeting, and the Egyptian oil minister, Abdel-Hadi Mohammed Kandil, called for a meeting in London of non-OPEC producers.

"We cannot let the market slide and watch," Mr. Kandil said in Cairo. "We have invited non-OPEC members to attend a very quick meeting at expert level."

The conference would include Angola, Brunei, China, Egypt, Malaysia, Mexico, Norway, Oman and the Soviet Union, Mr. Kandil said.

But Norway immediately said it would not participate and the other major West European producer, Britain, which traditionally has rejected group pricing policies, was not invited.

The Organization of Petroleum Exporting Countries is facing a collapse of oil prices, prompted in part by a record increase in output this year from non-OPEC producers.

At the close of European trading Tuesday, North Sea Brent, the most widely traded crude, stood at \$13.75 a barrel, up 20 cents from the price Monday.

On the New York Mercantile Exchange, contracts for April delivery of West Texas Intermediate, the U.S. benchmark crude, settled at \$15.45 a barrel, up 8 cents from the close Monday.

The spiraling deterioration comes barely three months after the oil cartel affirmed its commitment to a price of \$18 a barrel and pledged to defend its share of the world oil market at a meeting in Vienna in December.

Oil industry experts say a 20 percent downward price slide in the past few weeks has brought OPEC oil prices to the verge of what one called a "meltdown" stage, which they say can be stopped by nothing short of a significant cut in production by all oil producers.

The steep price fall had been predicted by many oil experts in December, when OPEC failed to trim its collective production below 17.5 million barrels. That level was judged by most experts to be more than actual demand.

A severe winter in the United States temporarily boosted demand for oil in January and February, postponing the price fall. But with a milder winter in Europe and Japan and the end of severe weather in the United States, support for oil prices is fading.

"There is nothing to stop oil prices from falling now except rumors or some extraordinary military development in the Gulf," said John Lichtblau, executive director of the Petroleum Industry Research Foundation in New York. "Basically, it is not that OPEC is cheating by producing above its quotas. It is just that the quotas are too high."

In addition to the modest demand for OPEC oil, according to experts, the cartel's biggest problem appears to be record increases in oil production by non-OPEC nations. These are mostly new Third World producers whose oil discoveries are diminishing their own import needs or pumping new crude into already glutted markets.

Bryan J. Wehber, an oil analyst with Faine Wehber Inc. who conducted a study on the situation.

See OPEC, Page 6

Soviet Co-ops Will Pay Price of Success: Taxes

By Bill Keller
New York Times Service

MOSCOW — The Soviet Union is preparing to introduce a progressive income tax to curb the growing wealth of private business ventures, Mikhail S. Gorbachev announced in remarks published Tuesday.

The Soviet leader, in comments to workers at a ball-bearing factory in Moscow, complained that some of the private cooperatives that have grown up in the last year have exploited shortages of goods and services to enrich themselves.

"It is understood that we need honest work and initiative, but not the kind in evidence at some cooperatives, which take advantage of shortages and engage in open money-grubbing," Mr. Gorbachev said, according to a transcript of his comments published Tuesday in the Communist Party newspaper Pravda.

"I can report in this regard that a progressive income tax will be introduced," he said. "I think it will be fair."

Members of private cooperatives are now taxed on their profits at the same flat rate as other workers, about 13 percent.

Professionals, such as doctors and teachers, who work outside their official jobs are supposed to pay a higher tax on that income, but no wide-scale progressive tax has been imposed, on the theory that the state controls wages.

The promise of a new tax code followed the publication Sunday of a law that the authorities said would significantly expand the creation of private cooperatives.

The law gives cooperative ventures a wide range of powers, including the rights to hire workers laid off by state enterprises, to engage in foreign trade, to file lawsuits and to organize joint ventures with state companies.

The law does not spell out what types of private businesses are banned. Some activities, such as publishing, had been outlawed earlier.

In addition to the planned national progressive income tax on individuals, the law makes cooperatives subject to local taxes at an unspecified flat rate, a provision

See TAX, Page 6

UN Caution on Afghan Talks

GENEVA — The United Nations mediator in Afghan peace talks here, Diego Cordovez, said Tuesday that the negotiations were well advanced, but he cautioned against expecting an immediate breakthrough.

minister, said the talks were not stalled.

backed Afghan government with a new broad-based coalition that would allow roughly five million Afghan refugees to return home without fear of becoming caught in partisan violence.

Adventures in the Arms Trade

Afghan Peace Threat Doesn't Perturb Pakistani Dealers

By Henry Kamm
New York Times Service

PESHAWAR, Pakistan — Haji Baz Gul, the owner of Arms Store No. 1 in Darra Adam Khel, an hour's drive south, said he was not worried about peace breaking out in Afghanistan.

ghan government allies and all the insurgent groups.

Mr. Gul carries the weapon in three versions: the original Soviet model, which sells for about \$1,400; the rifle produced in China under license, at \$1,150, or a copy made by the local arms makers.

The local copy costs about \$400, and according to those who have used it in combat, it is not worth even that.

A neighbor, an arms dealer on a smaller scale, said prices for AK-47s dipped when the Soviet Union said it was ready to withdraw its troops from Afghanistan within a year.

are smuggled into the tribal areas, and from there they find their way into all parts of Pakistan.

The vast bazaar at Bara, in a tribal area a short drive south, sells almost exclusively imported goods that have never passed through Pakistani customs.

A dealer in the Peshawar bazaar, whose specialty is kitchen utensils and housewares, gave this explanation:

On regular shopping trips to Europe and Asia, he and his colleagues buy large consignments, to be shipped to Singapore. There they are shipped by sea to the Soviet Union.

The goods proceed by rail across the Soviet Union, by road to Kabul, and on bonded trucks, ostensibly for transshipment through Karachi, to the Pakistani border.

But Pakistani customs controls only a narrow strip at the border post at Torkham. Shortly beyond it, the trucks leave the main Khyber road to deliver their cargoes to various markets in tribal areas.



A Vienna city worker cleaning the defaced monument to the victims of Nazism on Tuesday.

Vienna Statue to Nazi Victims Defaced

VIENNA — Vandals smeared paint and daubed a swastika Tuesday on a memorial to the victims of Nazism in central Vienna, the police said, three days before commemorations of Austria's annexation by Nazi Germany.

when Hitler forced Kurt von Schuschnigg, Austria's conservative chancellor, to resign, enabling German troops to enter the country the next day. Hitler and the German Army were greeted by cheering crowds.

Controversy over Austria's attitude to the Nazis has been heightened by allegations that President Kurt Waldheim was involved in war crimes during his service in the German Army.

Students Demonstrate in Krakow and Warsaw

WARSAW — Riot police clashed Tuesday with hundreds of student protesters in Krakow seeking greater student autonomy, an opposition activist said.

This year's protests reflected a renewed campaign by student activists urging Communist authorities to legalize the Independent Students Union.

Krakow opposition activist, The police cordoned off streets, he said.

Students and university workers, carrying dozens of banners demanding legalization of the student union and Solidarity, marched to a campus plaque commemorating the 1968 protests in support of "freedom of speech" and "independent thought."

The plaque was put up in March 1981 when both Solidarity and the student union functioned legally. University authorities permitted the rally, but the campus's main gates were locked and security guards kept people not associated with the university from entering.

WORLD BRIEFS

Spanish Police Link Car to IRA

MARBELLA, Spain (Combined Dispatches) — The police in the southern Spanish resort of Marbella found a car carrying explosives on Tuesday that they believe had been rigged by three Irish Republican Army guerrillas to explode during a military parade in Gibraltar, the police sources said.

Bonn Rejects a U.S. Offer on Fighter
BONN (Reuters) — West Germany turned down on Tuesday a U.S. offer to produce a fighter as an alternative to the Eurofighter that Bonn is planning with Britain, Italy and Spain.

Belgians Convicted in Child Sex Case
BRUSSELS (AP) — A court convicted 16 persons in Belgium's biggest child sex case Monday, including the former head of the United Nations Children's Fund for Belgium.

Suharto Party Crushes Reform Plan
JAKARTA (UPI) — President Suharto's ruling Golkar Party on Tuesday crushed opposition demands for greater democracy, using its strength in Indonesia's highest legislative body to sweep aside proposals for parliamentary election reform.

Roh's Party Gets New Election Law
SEOUL (AP) — President Roh Tae Woo's governing party pushed its version of a new election law through the National Assembly on a voice vote Tuesday, clearing the way for important legislative elections.

China Says 309 Police Hurt in Lhasa
BEIJING (Reuters) — China revealed Tuesday that more than 300 police officers were injured in anti-Chinese protests in the Tibetan capital of Lhasa, but denied reports that the police had retaliated with gunfire.

For the Record
A French gendarme was shot to death in Corsica on Tuesday, hours after separatist guerrillas held a news conference to announce they were stepping up attacks on the island. He was fatally wounded when four men attacked a police barracks in Ajaccio with grenades and a machine gun, the police said. Two suspects were later detained.

TRAVEL UPDATE
Stockholm has decided to ban cars from its streets on one day a year, city council officials said Tuesday. "One car-free day will make people understand how much cars destroy and pollute," said a council member.

Tarnish on a Hero Stirs the Italian Left
The West's largest Communist Party has always prided itself on the originality of its liberal legacy from Mr. Gramsci, which has given it a unique independence from Moscow and produced the liberal Marxism that a decade ago was given the label Eurocommunism.

Divine, Campy Drag Star Of U.S. Cult Movies, Is Dead
LOS ANGELES — Harris Milstead, 42, known as Divine, the campy 300-pound female impersonator who starred in such cult films as "Pink Flamingos" and "Lust in the Dust," is dead, his manager said Tuesday.

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Poles Seeking Soviet Dialogue on Katyn

By Jackson Diehl
Washington Post Service
WARSAW — A group of Polish intellectuals has started an unusual initiative to set up an independent dialogue with leading Soviet figures on the issue of the Katyn massacre of Polish officers during World War II.

Western historians and Polish popular opinion blame Soviet and German forces for the massacre, but Moscow has refused to alter its contention, officially accepted by Poland's Communist authorities, that the atrocity was carried out by German troops.

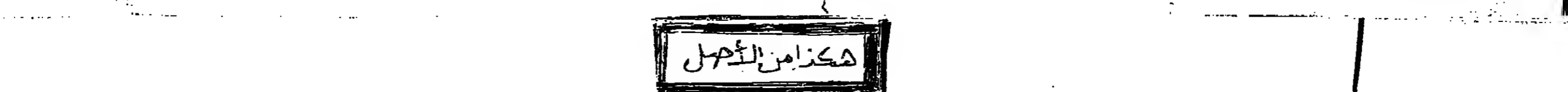
The letter was signed by Lech Walecki and Zbigniew Bujak, leaders of the banned Solidarity trade union, by dissident intellectuals such as Adam Michnik and Jacek Kuron, and by a number of Roman Catholic and independent intellectuals, including the writer Tadeusz Konwicki, the filmmaker Andrzej Wajda, and the editors Jerzy Turowicz and Marcin Krol.

Under the policy of glasnost, or openness, being pursued in both the Soviet Union and Poland, the Polish state press has recently published extensive articles outlining the Soviet invasion of Eastern Poland in 1939 and subsequent deportation of three million Poles to Soviet prison and labor camps.

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BRIEFS

Car to IRA — Dispatches — The police found a car carrying a raged by three Irish military parades in...

Family Annuities Worth \$7 Million — WASHINGTON — Families of four astronauts who died in the explosion of the space shuttle Challenger are receiving a total of \$7.7 million worth of tax-free annuities from the federal government and the rocket manufacturer, documents released by the Justice Department show.

Offer on Flight — A turned down by the FBI to give to the FBI fighter pilot...

Child Sex — A 17-year-old girl in a former home in the United States...

Reform — A 17-year-old girl in a former home in the United States...

Election — A 17-year-old girl in a former home in the United States...

Child Sex — A 17-year-old girl in a former home in the United States...

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Migrant Arkies and Okies Ending Western Exile

By Katherine Bishop

New York Times Service

FORT SMITH, Arkansas — To the rest of the country, the people of western Arkansas and their cousins just across the Arkansas River in Oklahoma may still seem to be the folk of John Steinbeck stories and Woody Guthrie songs, the so-called Arkies and Okies who fled as dust bowl refugees to the fields and factories of California five decades ago.

Evidence of that migration can still be found when people die in such towns as Fort Smith. Their kin are located in such California towns as Yuba City and Lodi. But now that the area can offer people steady jobs at good wages, affordable homes and one of the lowest crime rates in the nation, that westward migration is reversing itself some. People are coming back home.

"They're eventually drifting back here, and that phenomenon is growing," said

Joel Stubblefield, the president of Westark Community College in Fort Smith and a returnee after 25 years away.

More than 200 manufacturers and other industries have established themselves and are expanding their plant at such a rapid rate that Fort Smith has taken on the slogan "The city of groundbreakings." Companies such as Owens-Corning Fiberglas Corp., Norton Alcoa and Whirlpool Corp., the city's largest employer, have made recent multimillion-dollar expansions.

A number of factors make Arkansas an attractive location for manufacturers, not the least of which is the state's right-to-work law, banning closed shops and union shops. But Fort Smith's local supply of natural gas also offers cheap and dependable fuel in such abundance that one company had to cap off gas wells before it could spread the asphalt for the employees' parking lot.

"We're by no means high tech," Mr. Stubblefield said. "But there is an upgrading of the work force, shifting people from assembly line work to controlling the process through mechanization."

Indeed, Fort Smith workers are finding out, with the rest of the nation, that jobs whose chief requirement is a strong back are not much in demand. The liquor warehouse of Hiram Walker and Sons Inc. already has converted to computer-assisted robots to move its inventory.

Coming back to Fort Smith, people still find the courtroom of Isaac C. Parker, best known as the "Hanging Judge" and the first jail, called "Hell on the Border," carefully preserved as part of a national historic site from the days when the town was the frontier gateway to the Indian Territory.

People still sound the same, talking with an accent the locals refer to as "lazy jaw," that has more in common with that of Oklahoma than it does with that of the

Ozark hill people to the northeast. By way of illustration, one local said that if someone says, "My car had a flat tire," he probably is from Fort Smith.

Nouvelle cuisine has not made it. People still dredge their catfish in heavy batter, deep-fat fry it and serve it with both hush puppies — fried cornmeal dough — and potatoes. Following such a meal, a friendly waitress will urge a big slice of peanut butter pie on the diner. A light breakfast of a boiled egg might likely arrive accompanied by grits, sausage and biscuits sopped in gravy.

Old-time religion is still in practice in the city's 114 churches, which are listed as fundamentalist, evangelical or charismatic. Most men carefully open the Bible in each room to a new chapter every day, and Bibles are in abundance in waiting rooms everywhere from the airport to the doctor's office. In the few instances where graffiti is scrawled on downtown walls, the words are "Trust Jesus."



Robert Curtis testifying about his gold hunt in Manila on Tuesday.

U.S. and Philippines Start Bases Talks Soon

United Press International

MANILA — The Philippines and the United States will begin a review of the treaty covering U.S. air and naval bases in the country March 23, it was announced Tuesday.

The treaty, which allows the United States to operate Clark Air Base and Subic Bay Naval Base, the two biggest U.S. military facilities overseas, expires in September 1991.

It took effect 40 years ago. Foreign Secretary Raul Manglapus said payments for the bases will be an important issue in the talks in Manila.

He said that Philippine officials had ruled out a "debt-for-bases" proposal under which the United States would be asked to pay the Philippines' \$28 billion foreign debt in return for continued American use of the two military installations.

President Corason C. Aquino met with Philippine congressional leaders to formulate a position in the talks.

Mr. Manglapus called on Mrs. Aquino on Tuesday at the presidential palace and later attended a joint executive-legislative committee meeting on the bases.

He said that although the review will center on compensation for the bases, the full agenda for the talks is not final.

Mrs. Aquino has pledged her government will respect the treaty

Riot Police Break Up Anti-Noriega Protest With Shotguns and Gas

Compiled by Our Staff From Dispatches

PANAMA CITY — Riot policemen fired shotguns, tear gas and water cannon at hundreds of anti-government demonstrators protesting Tuesday against the rule of Panama's military leader, General Manuel Antonio Noriega.

The clashes were the first outbreak of violence since General Noriega ousted President Eric Arturo Delvalle in a power struggle late last month.

The protesters, shouting "justice" and "the people will overcome," were forced away by dozens of policemen from a church on Via Espana in the financial district, where a rally had been set to take place.

As the main body of protesters dispersed, soldiers fired shotguns over the heads of demonstrators on side streets. At least two persons were beaten with rubber truncheons. At least one person was detained.

The demonstration was organized by the opposition Civic Crusade, a coalition of business and union groups that has been waging a campaign to pressure General Noriega to step down.

The protests were the most widespread since unrest began in June, when General Noriega's former second-in-command accused him of involvement in drug trafficking and corruption.

On Monday, major Panamanian opposition political parties and civic groups announced that they were joining with Mr. Delvalle to form a "government of national reconciliation" in place of the government dominated by General Noriega.

A coalition document said its objective was to guarantee "the fundamental conditions for an authentic democracy" in Panama. The signers also promised to "seek an understanding with the Defense Forces to define their legitimate function as a professional institution."

Mr. Delvalle has been in hiding since being deposed, and has no effective control in any part of the country. But the United States recognizes him as Panama's constitutional head of state. Panamanians involved in the preparation of the coalition agreement said Washington exerted considerable pressure to bring the opposition groups together.

Foreign Minister Jorge Abadía Arias accused the United States of preparing an imminent military invasion to oust General Noriega.

Mr. Abadía Arias said at a news conference that U.S. military training exercises now under way in Panama were "an open violation of the Canal treaties and a prelude to military intervention."

A U.S. Southern Command

spokesman said the war games, on U.S. bases, were annual training maneuvers which involved troops already stationed in Panama and two battalions of U.S. National Guardsmen from Miami and Puerto Rico.

The U.S. Southern Command is headquarters for U.S. military operations throughout Central and South America. The United States maintains 10,000 troops in Panama. (Reuters, N17)

British Sumner Envoy

The British Foreign Office summoned the Panamanian ambassador twice on Tuesday and requested a waiver of his diplomatic immunity so he could be questioned about the storming of Panama's consulate by embassy staff members. Reuters reported from London.

The request, made by Foreign Office Minister Tim Eggar, followed condemnation of the raid by Prime Minister Margaret Thatcher.

A Foreign Office spokesman said: "Eggar requested a waiver of immunity to allow the ambassador and any other member of staff who might have information on the incident to be interviewed by police and if necessary charged."

Consular staff said on Monday night that they were working when a Land Rover crashed into the glass front door and men wielding hammers and truncheons evicted them and took over the building, on a back street near the Thames.

Consul-General Eduardo Arango said he supported Mr. Delvalle, while the ambassador, Guillermo Vega, was a close friend of General Noriega.

Egypt Demands King Tut Trove

Reuters

CAIRO — Egypt will demand the return of ancient Egyptian relics found at the home of a British nobleman who financed the excavation of the tomb of King Tutankhamen in 1922, a government spokesman said on Tuesday.

Samir Ghareib, a spokesman for the Culture Ministry, said: "These artifacts could not have been taken legally out of the country. They are not registered." Specialists at the Egyptian Embassy in London would inspect the objects and list them, he added.

The seventh Earl of Carnarvon found 300 objects while compiling an inventory at Highclere Castle, in the county of Hampshire, southern England. It was reported Monday. His grandfather, the fifth Earl, was one of the team that discovered Tutankhamen's tomb.

Contra Leader Rejects Managua Plan for Talks

The Associated Press

MANAGUA — Adolfo Calero, a Nicaraguan rebel leader, said Tuesday that the contra guerrillas would not attend cease-fire negotiations that the Sandinista government had scheduled to begin Wednesday in Nicaragua.

Mr. Calero said in a telephone interview from Miami that government officials talked to the rebel leaders on Monday "at the last minute" to tell them "that they were ready for a meeting."

"Apparently what the Sandinista government wants is a unilateral show," he said. "We are not willing to attend a unilateral meeting set up by the Sandinistas."

Mr. Calero's refusal came despite an announcement late Monday by President Daniel Ortega Saavedra of Nicaragua that Cardinal Miguel Obando y Bravo, the country's Roman Catholic primate, and João Baena Soares, secretary-general of the Organization of American States, had agreed to serve as witnesses to the cease-fire talks.

Three days of talks were scheduled to be held at the frontier post of Sapoá.

Mr. Calero said the rebels might agree to hold talks at a later date in Sapoá.

He complained that the government had not responded to a statement the rebels had issued last week that included a call for the talks to center on wider issues than just arrangements for a cease-fire between the warring sides.

Mr. Ortega had proposed the talks last week and had said that Cardinal Obando y Bravo would no longer serve as a mediator.

Mr. Ortega said the government delegation to the talks would be headed by his brother, Defense Minister Humberto Ortega, who is one of nine members on the ruling National Directorate.

The contras named Mr. Calero to head their delegation.

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Herald Tribune

NATO Procrastinates

NATO leaders left Brussels happy last week, and not surprisingly, they heartily endorsed the Euro-missile treaty...

AIDS Exaggerations

The cover of this week's Newsweek features the rumpled sheets of an empty double bed. That is the teaser for a rumpled, alarming article...

A Tale of Sister Cities

Tokyo and New York have been sister cities since 1960, but little more than good will came of it until 1986...

Other Comment

The Shaping of a New Ireland: [Charles] Haughey's government succeeds in restoring a measure of economic prosperity...

INTERNATIONAL HERALD TRIBUNE

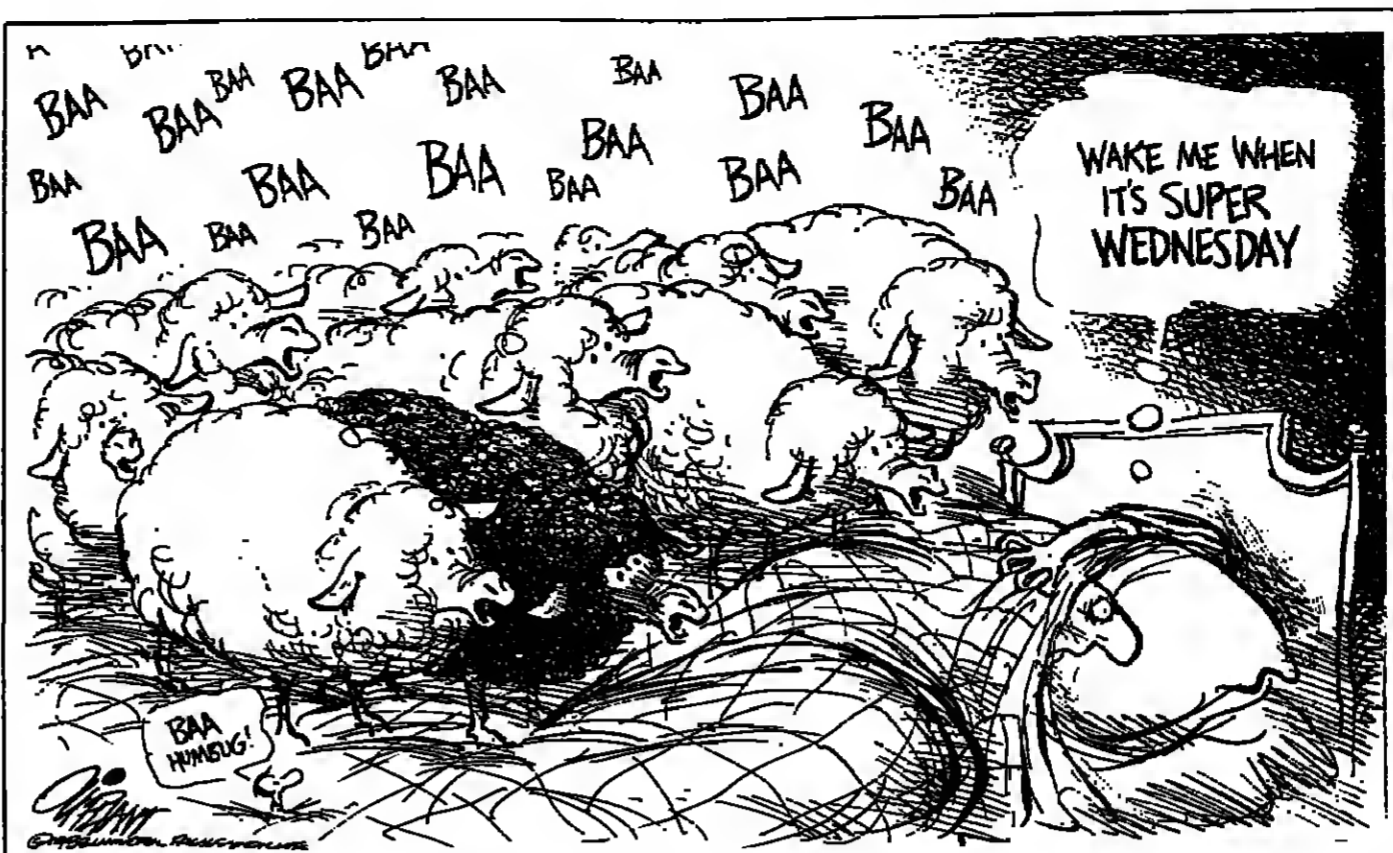
JOHN HAY WHITNEY, Chairman 1988-1992. KATHARINE GRAHAM, WILLIAM S. PALEY, ARTHUR OCHS SULZBERGER Co-Chairmen...

OPINION

Downriver, Pondering The Source

By Jim Hoagland

PARIS — The phone rings more often these days with requests from friends for information on a gouverneur Dew-coq-kees...



The Historians' Report on Waldheim Is Damning

By Jehuda Wallach

The writer, a professor at Tel Aviv University, was part of a panel of military historians (four Europeans, one American, one Israeli) appointed by the Austrian government to review President Kurt Waldheim's military service.

TEL AVIV — After an intensive investigation lasting almost six months, the International Commission of Historians Designated to Establish the Military Service of Lieutenant Kurt Waldheim handed its final report to the Austrian government...

Anyone for National Reconciliation?

By Graham E. Fuller

This is the second of two articles.

WASHINGTON — What must other Soviet clients be thinking as Moscow moves nearer to pulling its troops out of Afghanistan? After all, Major General Najib, the head of the Afghan party...

A Future for Jackson and His Message

By David S. Broder

OKLAHOMA CITY — Comparing Jesse Jackson's oratory with that of other Democratic presidential candidates is like comparing a mighty organ with a kazoo band. This time, unlike last, he is filling the hall with music...

with Daniel Johnson of The Daily Telegraph of London, Mr. Waldheim said: "Of course we were aware that there were camps. I can assure you I did not know that there were these gas chambers. I did not know what was being done to the Jews."

Even a superficial reading of the commission's report will reveal that in almost every case investigated, Mr. Waldheim had adopted the tactics of first denying the facts and only gradually and reluctantly admitting things when confronted with indisputable documentary evidence.

Mr. Waldheim has claimed that Wehrmacht units were not involved in the deportation of Greek and Yugoslav Jews. But facts established by the commission prove the opposite.

Mr. Jackson in a high school, talking without hint of sentimentality, about the inescapable responsibility each person bears for this problem. "A president, a government can stop the flow of drugs into this country," he says, in his sternest tone.

100, 75 AND 50 YEARS AGO

1888: Salvationists Jailed LONDON — Fifty-one summonses were heard before the Torquay magistrates today [March 8] against members of the Salvation Army...

JAHOLISTA

OPINION

THE WAR OF THE CITIES

Secrets of Memory Power, or, Any Name as Long as It's Bob

By Dave Barry

WASHINGTON — Today we are going to talk about how you can build your Memory Power. You need a good memory to get ahead in the business world, as is exemplified by the famous dead automotive magnate Henry Ford. At the height of his corporate empire, Henry had 60,000 employees, yet he knew every single one of them by name! The name he knew them by was

MEANWHILE

Bob. "Hi, Bob!" he would say, and they would all say "Hi, Mr. Ford!" in unison. If they knew what was good for them, Memory Power also is very useful in social situations. Think about how many times at a party you have met somebody you know you have talked to before, but you cannot for the life of you remember this person's name. And then, to add to your embarrassment, this person reminds you that he or she is your spouse! Alas, you are naked. This kind of faux

pas (literally, "hors d'oeuvre") would never occur if you remembered not to have those last four martinis, using the proven Memory Power techniques that we intend to invent later on in this column. But first we need to discover:

How Your Brain Works

Your brain is one of your most important body parts, right up there with the bygone, which is what prevents your nose hairs from growing beyond a certain point. Psychiatrists, when they are not testifying that ax murderers should be released from prison, tell us that the brain is actually made up of hundreds of billions of cells, each one about the size of a standard restaurant "jumbo" shrimp. These cells are the key to memory.

Say you need to remember something important, such as the telephone number of Bat Conservation International, an organization I am not making up. It is headquartered in Austin, Texas, and its founder is named — I swear — Merlin D. Tuttle. Bat Conservation International is devoted to conserving bats and educating the public about bat myths that are totally incorrect and should never be published, such as that the only thing bats think about, day and night, is swooping down and plucking your eyeballs out.

Bat Conservation International — all this is true — has a whole line of bat-related products such as jewelry, posters and T-shirts, all of which are listed in a catalogue you can obtain by calling (512) 377-9721, but only after sunset. No, he has just a little bit humor there. You should call during regular business hours.

But how do you remember the phone number? Here's where your brain cells swing into action. They break the number down into smaller units — "5," "1" and so on — which they convert into chemicals, which they then lose. They are only cells, after all. Better just jot the number down.

The best memory technique is the "mnemonic device," experts agree. Say you want to remember the name of a certain business contact, Duane. Here's how a mnemonic device could be used to retain this information:

You: I don't know! I swear it! Memory Expert: Perhaps if we set the mnemonic device at 60,000 volts... You: Duane!! His name is Duane!!!

Another excellent technique is walking down a hall. I used this technique recently. Some very nice people, whom I will identify here only as "Gene and Electra Miller of Miami Beach, Florida," invited my family and me to dinner, and I said sure, great. About three weeks later I was walking down a hall, and my memory suddenly sprang to life. "Dave," it said, "you were supposed to go to the Millers' yesterday!!!" So, thanks to this memory-jogging device, I was able to make the socially correct gesture, and send Electra my right hand via Federal Express. I am sure that 157 years from now the Millers will have forgotten all about it.

The Washington Post

Regarding the metric conversion for 100 feet in a business article in your Feb. 9 issue ("Developer Would Be Media Mogul"): I am not interested in the gentleman's real estate dealing abilities, but I would be most interested to see the 930-meter-long yacht that you say he owns.

SERGE M. DUBUC, Weissach-Flacht, West Germany.

A Sporty Supertanker

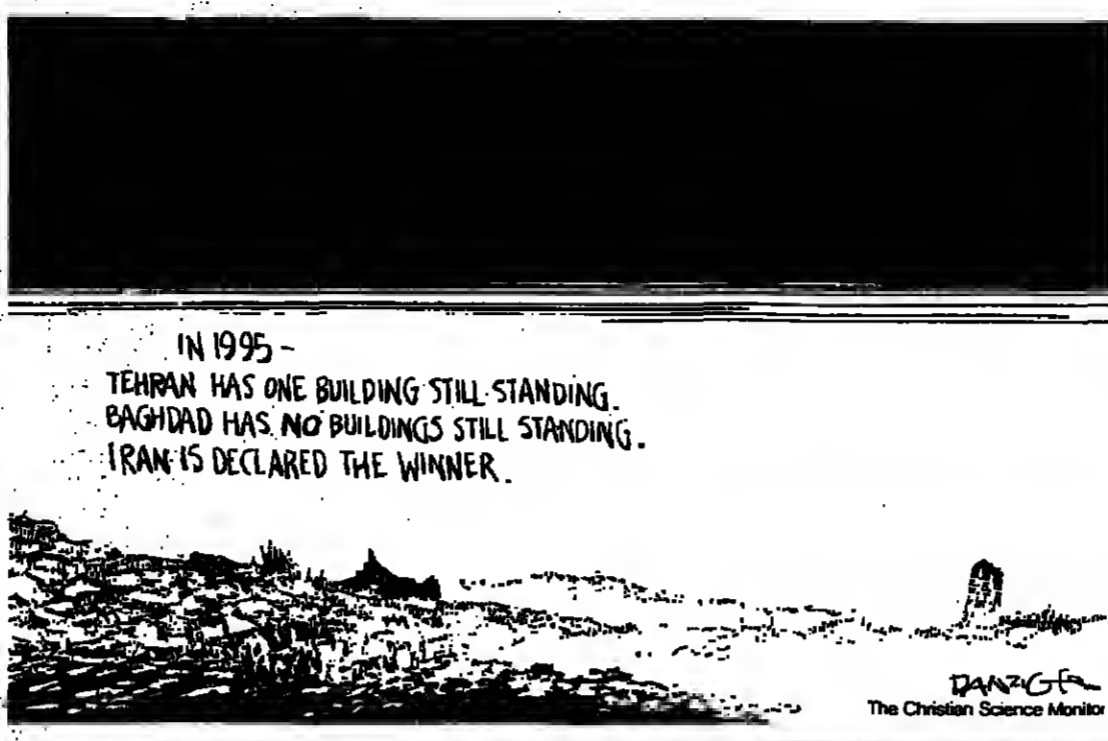
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SERGE M. DUBUC, Weissach-Flacht, West Germany.

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The Washington Post



IN 1995 - TEHRAN HAS ONE BUILDING STILL STANDING. BAGHDAD HAS NO BUILDINGS STILL STANDING. IRAN IS DECLARED THE WINNER.

DANZON The Christian Science Monitor

LETTERS TO THE EDITOR

On the Turkish Horizon

Pamela Harriman hit the nail on the head in her opinion column, "Turkey: These Welcome Trends Call for Applause" (Feb. 23). Turkey has long been a loyal friend of the United States, but recognition of its strategic importance has too often been neglected. It is now striving to achieve full democracy amid a host of political, economic and social difficulties. This is not an easy course. Active support from the United States and its Western allies is vital to the success of these efforts.

Another point: It is through Turkey's easternmost region that the Soviet Union could most directly realize its dream of reaching the oil fields of the Middle East and the warm-water ports of the Gulf. If Turkey is not given the support it needs — diplomatically, financially, psychologically — it will have an ever tougher time defending itself from terrorists both inside and outside Turkey who are supported and exploited by powers eager to disunite and weaken the country. A weak Turkey could mean the beginning of a momentous shifting of nations and ideologies.

A.K. TANRIVERDI, Eschborn, West Germany.

Pamela Harriman's sweeping survey of the Turkish horizon was made through rose-colored binoculars. She had eyes only for things military — materiel, manpower, Mediterranean ports — not for dissident writers rotting in jail.

Her column is a crudely open solicitation of arms for yet another ally uninterested in human rights but which happens to be on the front line. At least she finally makes clear her stump: Turkey

must be dealt with "on the basis of [its] contributions to regional security"; its contributions to the files of human rights groups will be overlooked.

CHRISTOPHER HOUSTON, Milan.

No Room for Dual Morality

Under a newly improvised and expedient doctrine that "knowledge is responsibility," which the Israeli member of the international historians' commission, Jehuda Wallach, espouses, Kurt Waldheim stands accused of inertia ("Chancellor Says Waldheim Must Decide on Office Tenure," Feb. 10). Couldn't the pressure that is being applied on Mr. Waldheim to resign be better expended on current problems rather than relentlessly resurrecting an event more than 40 years old? Mr. Waldheim should be tempted — and encouraged — to draw a parallel with events in the West Bank and Gaza Strip. There should be no room for dual morality.

ALI I. GHANDOUR, Chairman, Alia (Royal Jordanian Airline), Amman, Jordan.

Of Gorbachev and God

William Safire's Language column on Feb. 22 could have carried the history of Marx's phrase, "From each according to his ability, to each according to his needs," an interesting step further by referring to General Secretary Mikhail Gorbachev, who has turned the doctrine back to work instead of needs.

On Page 31 of his book "Perestroika," Mr. Gorbachev wrote: "We are fully re-

storing the principle of socialism, from each according to his ability, to each according to his work." And on Page 100, in echoes of Saint Simon: "Socialism cannot ensure conditions of life and consumption in accordance with the principle 'From each according to his ability, to each according to his needs.' This will be under communism. Socialism has a different criterion for distributing social benefits: From each according to his ability, to each according to his work." I wonder how the old guard likes that?

CLARK PRATHER, Oxford, England.

Mr. Safire's Language column Feb. 15, on "buy" and other things, was actually readable for once. But how sublime of Mr. Safire to absolve George Bush of the use of profanity when castigating CBS. As far as Mr. Bush is concerned, "god-damn" is obviously a reference to the Deity, albeit an offhand one; hence his apology. When I think of Mr. Safire's usual godforsaken prose, I'm not really thinking of a "lesser god," regardless of whether the "G" is capitalized.

PAUL BIRCHARD, Glasgow.

'Continuity in Authority'

In chiding me for overlooking Vice President George Bush's professed loyalty to his present boss (Letters, Feb. 23), Richard Gibson makes a valid point. We old boys who meet "somewhere in the woods," however, have all worked in corporations or government agencies where a new chief executive coming up from below has no choice but to profess loyalty to existing policies until, once in office, he can quietly make changes. In

A Critic of Israeli Brutality Is Queasy as Others Join In

By A. M. Rosenthal

NEW YORK — It happens to everybody from time to time. We believe certain things about a matter of important controversy and we say them. But when we hear the same points made by others, we become queasy and know something is wrong or missing.

Many of us have been saying the same things about Israel: Israel cannot be an occupying power. Jews must not

This too is a historic distortion. It was the Arab countries that seized Gaza and the West Bank, which were to be part of the Palestinian state under the 1947 United Nations partition plan, and occupied them for 20 years — not in peace but with constant harassment and attack against Israel.

Finally Israel struck back. Its unhappy occupation of the West Bank is a result, not the cause, of aggression — Arab aggression.

● Negotiation: With whom and for what? The United States proposes an international conference with the Big Five participating. Since Britain and France are cool to Israel and the Soviet Union and China are hostile, the chicken is being invited to negotiate under the sponsorship of four foxes and a lame dove. To think the major powers would not pressure Israel for Arab advantage is not only naive but black comedy.

● Status: Israel is fighting for survival. The Arab states are fighting out of anti-Israel hatred and fear of the Palestinians. The new Palestinians are fighting for a new Palestinian state because they hate the ruler of a present state with a Palestinian majority: Jordan. They plan to eliminate King Hussein one day and swallow Jordan as part of their own single Palestine.

As things stand, any ceded West Bank territory would become a de facto state run by the PLO and other Palestinians sworn to destroy Israel. These young Palestinians would not be hurling stones from their territory but rockets.

● Solutions: Open pressure on Israel to make concessions must be accompanied by open pressure on the Arabs. Palestinians must accept totally and clearly the right of Israel to live forever, secure and in peace. The United States and the Arab leaders can achieve this and guarantee it, if America has the will and the Arabs have the courage.

Mr. Shamir may not promise in advance to cede "territory for peace." That is what direct talks are for.

But the definition of peace cannot mean Palestinians continuing war to the death. And they too must feel hard pressure to do some ceding, specifically of their demand for another Palestinian state in a region where one already exists, and to negotiate in peaceful stages for the eventual goal: a single Jordan-Palestine.

Americans have a right to criticize Israel. They have a right to suggest solutions — but not to suggest suicide.

The New York Times

ON MY MIND

break bones. Israel's use of force against young Palestinians is costing it support around the world. Israel must enter negotiations on Gaza and the West Bank.

Right, right. But sometimes when I hear or read these points, which I have made myself, made over and over by others, I find myself deeply uneasy. It is not because there is no validity in them, but because so often they are presented empty of the historic realities that brought about the crisis and must be understood to find a way out.

This is an attempt to set down the political, military and historic truths that raise fears about the road that many American intellectuals, journalists and senators are demanding Israel take.

● Causes: The crisis' implication is that the cause of the current crisis is Prime Minister Yitzhak Shamir's opposition to an international conference and his refusal to agree in advance to cede West Bank territory.

This is not true. The cause is 40 years of Arab refusal to accept the existence of Israel, 40 years of hostile hostility and military attempts to destroy it.

You do not have to like Mr. Shamir to realize that if the Arabs had accepted Israel in the beginning or for 20 years thereafter, all of the West Bank and Gaza and other territory would today be part of a Palestinian state.

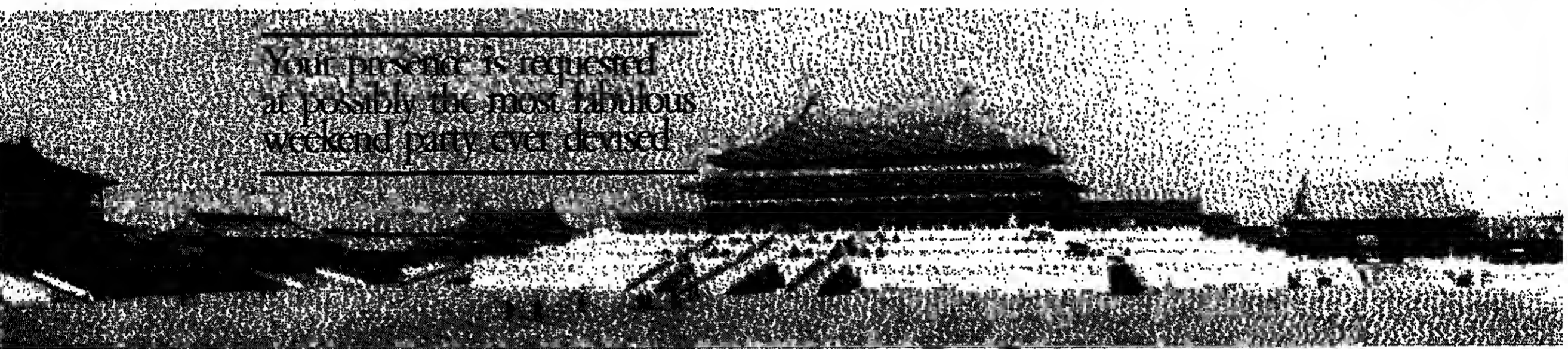
If you believe that the very existence of Israel is anathema, you are right to see its policies as the root cause of the Middle East ugliness. Otherwise not.

● Occupation: Some critics act as if it were Israeli occupation of the West Bank and Gaza in 1967 that led to so many years of unrest and skirmishing there.

Israel Is Still a Democracy

FORTY-FIVE seconds of unbearable images — the CBS report [showing Israeli soldiers beating Palestinians] shocked world opinion, and the ensuing condemnation was justified. But some overexcited voices now talk of Nazi methods as they are scandalous. For Israel remains a true democracy. The proof: Israeli television broadcast film of the shameful incident. Israelis debated it, the soldiers responsible were arrested, their superior dismissed. The incident is inadmissible precisely because Israel is a democracy.

— Le Journal du Dimanche (Paris).



THE RETURN OF MARCO POLO BEIJING June, 1988

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■ 3 JUNE. A private visit to the Summer Palace with a gondola trip on Lake Kunning to the Isle of Dragons for a luncheon served in the style of the Empress Cixi and a performance by the best singers from the Beijing Opera.

■ A Venetian masked ball and fireworks display in the pavilions of the Lake of Long Tan Hu with the orchestra "I SOLISTI VENETI".

■ 4 JUNE. An al fresco champagne reception at the Great Wall organized by Maxim's of Paris. Names of participants will be engraved on plaques at the base of the Wall, after a picnic luncheon sponsored by Petrossian.

■ A brilliant reception at the Great Hall of the People, featuring performances by world-renowned artists: Paolo Conte, Mireille Mathieu,

As the high point of a ten-day journey to historical China, three days of festivities to benefit the restoration and preservation of two of mankind's greatest achievements: the City of Venice and the Great Wall of China. Proceeds to be distributed under the control of UNESCO.

Teresa Berganza, Montserrat Caballé, Mady Mesplé, Maia Plissierskaia, Manuel Legris and Sylvie Guillem accompanied by the Beijing National Orchestra, followed by an all-night surprise cabaret party organized by Maxim's.

■ 5 JUNE. A banquet in the Forbidden City, together with an art auction — under the direction of Sotheby's — of specially designed works by such famous artists as: Amman, Buren, Jenkins, Sol Lewitt, Cesar, Stark, Erro, Keith Haring, J.P. Raynaud, Zao Wou Ki, Walter Dahn, Vasarely.

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For residents of Asia, a weekend option is available. Full details on request.

Table with columns: ALL INCLUSIVE CHARGES PER PERSON, 10-DAY TRIP (Including/Excluding air transport), WEEKEND ONLY (Including/Excluding air transport). Rows: From US/Europe, From Tokyo, From Hong Kong.

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2 Oxfam Workers Freed by Guerrillas In South Lebanon

By Nora Boustany
Washington Post Service
BEIRUT — A radical Palestinian guerrilla group released two detained representatives of the British charity Oxfam on Tuesday in the southern port city of Sidon.
Peter Coleridge, a British national, and Omar Trabulsi, a Syrian, disappeared in a Palestinian camp six days ago.
An official of the Fatah-Revolutionary Command escorted the two charity workers to the home of Mustafa Saad, a Sidon leader. The official said the two were taken in for questioning six days ago for security reasons.
The Fatah-Revolutionary Command is headed by Sabri el-Banna, better known as Abu Nidal, who received a life prison term in absentia for a 1985 attack on the Rome airport.
Mr. Coleridge, Oxfam's Middle East coordinator, was held for questioning a Fatah-Revolutionary Command spokesman said, because he had taken photographs of Hittin Street, a populous alley in the sprawling refugee camp of Ain al Helweh, which overlooks Sidon. Mr. Coleridge and Mr. Trabulsi disappeared in the refugee camp Thursday afternoon after visiting a local relief center.
They were reported missing the next day after they failed to turn up at two scheduled meetings.
"I was treated with great professionalism," Mr. Coleridge said. He said his captors "were very skilled in what they were doing."
He said that there was no physical violence but strong psychological pressure.
"We were not seized but arrested for taking photographs in the camp," Mr. Coleridge said. "I was taking a series of photographs of the same place where I had taken pictures in 1982 to show what happened and how rebuilding took place since 1982."
An Israeli air raid against Hittin Street last summer killed 40 persons, including women and children refugees.

Mr. Coleridge said: "I committed a mistake by taking photographs at Ain al Helweh and did not realize the security measures at the camp." He seemed relaxed and in good spirits.
However, Mr. Trabulsi, the son of a former Syrian diplomat, appeared shaken.
The spokesman for the group that held the men said the six-day arrest was the result of sensitivity over the security of residents in the refugee camp, "which is always a target to Israeli military attacks."
Mr. Coleridge, who remained in Sidon on Tuesday, apparently was not aware which group had been responsible for holding him.
Abu Nidal has sought the release of two of his men imprisoned in Britain following the attempted assassination in 1982 of the Israeli ambassador, Shlomo Argov.



Peter Coleridge, left, after his release Tuesday with his colleague, Omar Trabulsi, right, and Mustafa Saad, a Sidon leader.

Zimbabwe Renegades Leave Trail of Death In White Farm Region

By Blaine Harden
Washington Post Service
NYAMANDHLOU, Zimbabwe — John Norvall was ambushed in August when he stopped at a small river crossing. Eight men with AK-47 assault rifles opened fire on him. The white rancher, whose Scottish grandfather came to Zimbabwe before the turn of the century, was on his way to buy a cow from a black neighbor. He bled to death in the front seat of his Mazda pick-up truck.
His son now drives the same dusty roads of the 2,800-acre (10,000-hectare) ranch, but unlike his father, Mark Norvall never travels alone. He rides with four or five heavily armed soldiers. At river crossings and farm gates, Mr. Norvall stops, orders the guards out and waits, rifle in hand, while they search the nearby bush.
The son refuses to visit black neighbors to buy cattle. Instead, he calls the "western front" where seven miles (11 kilometers) of his property abut black-owned land, he has seen to the construction of a reinforced barbed-wire fence.
"They all think I am a really mean swine," said Mr. Norvall, 27, who does not get out of his house without a pistol in his belt and a German-made automatic rifle slung over his shoulder. But, he said, "I think it pays to get across that image."
As for the so-called "dissidents" who killed his father, Mr. Norvall said that "the only way to sort these guys out is to put a bullet in their bloody head."
The white farmers of the dry, southwestern Zimbabwe region called Matabeleland had a rough time last year. Elusive, rebulky motivated dissidents — the term loosely applied to the rebels or bandits who for six years have terrorized the region — struck at the farmers with unexpected ferocity.
Ted Kirby, the local chairman of the Commercial Farmers Union, who has farmed in the area for 28 years, called the second half of last year "one of our worst periods," adding: "We were getting knocked off at a pretty high rate."
Nine white farmers were killed. Like John Norvall, most died in ambushes. According to the farmers union, the deaths raised to 65 the number of white farmers and their family members killed by dissidents in Matabeleland.
The number means that, for white farmers working their land, the years of "bush peace" since 1980, when Zimbabwe became a black-ruled nation, have been far more dangerous than were the preceding seven years of "bush war." In that failed struggle to preserve white-minority rule in southern Rhodesia, only 10 white farmers died on their land.
The killings of the whites of Matabeleland and the transformation of their vast ranches into barbed-wire encampments are perhaps the most nagging failure in Zimbabwe's otherwise successful effort to build a multiracial society.
Independence triggered the flight of about 150,000 whites from the British-settled country, which in the mid-1970s had as many as 270,000 white citizens.
But most of the 110,000 or so whites who chose to stay on have prospered or at least held onto a life-style that even by Western standards seems luxurious. Many whites have big houses, swimming pools and servants.
Whites continue to pull the business strings. Last year they held but 12 of the top 200 executive jobs in the country's 100 largest companies. One Western diplomat, summing up black-white relations, said: "The whites have hired the blacks to run the government."
One of the smallest but most economically important segments of the white population owns and operates the country's big commercial farms. These farms have continued to produce surpluses, despite years of drought.
Zimbabwe's leaders have taken pains to ensure that the 4,000 or so white farmers receive good prices

for their produce. And, for the most part, the rights of these whites to hold their large tracts of property safely have been guaranteed.
The all-too-visible exception is Matabeleland.
"It is a much more isolated community in Matabeleland than it once was," said Mr. Kirby, a farmers union.
He said the number of farm families in the region peaked at 1,000 and is now down to about 300. Because of fear of attack, he said, a significant number of these families live in the regional capital of Bulawayo and commute to their farms.
Exactly who the attackers are and why they have been able to operate for six years despite being chased by legions of government soldiers remains unclear.
The dissident violence began with a rift in 1982 between the country's two political parties, one representing the majority Shona-speaking tribes and the other based in Matabeleland, representing the minority Ndebele.
The feud led some Ndebele soldiers to desert the army and join the bush. Attacks then began on government projects in the region and against both white and black civilians. Far more blacks than white were killed. Estimates are about 800 blacks were killed, and whites are not clear. For years, their ghoulsh murders, reportedly targeting members some victims in public to intimidate local peasants, have been denounced and denounced by the Zimbabwe African People's Union, the party of the Ndebele.
The government's policy of protecting the land-owning rights of whites has done nothing to ease the worsening land issue, which the white farmers said they understand the appeal of the dissidents and their promises of liberating white-owned land, to the growing number of destitute peasants living on the edges of vast, wealthy ranches.
At independence, the government estimated that 140,000 peasant families needed land. But in eight years, land and resources have been available to resettle only 40,000 families.
That pressure appears to be more severe in arid Matabeleland. Unlike fertile, well-watered farm land around the capital, Harare, the soil in this region is poor and rains are unreliable. Like parts of west Texas, it takes 30 acres of range land to feed one adult cow.
Compiled by Our Staff From Dispatches

ISRAEL: 2 Die in Clashes

(Continued from Page 1)
to death in the hijacked bus on Monday — shortly before Israeli troops stormed it and two other civilians were killed — that image undermined what he termed "the white revolution."
"It is white in the sense that its value lies in the fact that it is unarmed," he said.
In a string of cities, towns and villages, including Arab East Jerusalem, women hoisting aloft Palestinian flags staged demonstrations Tuesday to mark International Women's Day. The demonstrations widened into anti-Israeli protests, according to Israeli Army and Palestinian reports.
On a main commercial thoroughfare of East Jerusalem, the police fired tear gas when stones were thrown at them, a police spokesman said. Seven women were detained and two were taken to the hospital suffering from the effects of tear gas, the spokesman said.
In Ramallah, just north of Jerusalem, youths wearing surgical masks and checked head scarves stoned troops from rooftops as security forces moved in to disperse a women's protest.
The clash led to a battle around the hospital in Ramallah, with security forces firing tear gas and rubber bullets into the hospital grounds, where stone-throwing youths had taken refuge.
At the height of the fighting, Palestinians brought in the body of Khader Abdel Hamid, a 28-year-old butcher said by witnesses to have been shot to death by Jewish settlers in a nearby village. The killing brought to at least 83 the number of Palestinians shot or beaten to death in direct conflict since the revolt took root Dec. 9.
Villagers said the butcher was shot when neighboring Jewish settlers started removing rocks that had been spread across the highway.
Jewish residents were quoted on the Israeli radio as saying they had formed their own armed civil guard to patrol roads at night.
In Jericho, army jeeps patrolled deserted streets and Palestinians with their hands tied behind their backs were led away for interrogation after a Palestinian policeman, identified as Nabil Jumhah Farah, was found bound, gagged, beaten and stabbed in the nearby refugee camp of Aqbat Jabir.
The underground leadership of the Palestinian revolt has urged reprisals against those Palestinians seen as collaborators with the Israeli authorities.
"The situation right now," said Police Minister Chaim Bar-Lev, "is that the overwhelming majority of the local policemen are continuing to serve and are expressing their willingness to continue to do so."

BUSH: Lately, Campaign Has Run Short on Substance

(Continued from Page 1)
Mr. Bush's chances of success in continuing to rely only on broad themes and a vague message for the rest of the campaign.
For the coming Illinois campaign, Mr. Bush is being urged to try to show that the line-item veto he has advocated could reduce spending and is not a "gimmick," aides said. The federal budget deficit is an area where Mr. Bush has left many questions unanswered. He asserts he could reduce it without raising taxes if Congress gave him line-item veto power and the economy continued to grow.
He has never said which programs he would veto, however, except for trimming the cost of highways and clean water legislation passed last year. Mr. Bush has put whole sections of the budget off limits, such as the military, Social Security and education, but he has not addressed the arithmetic that points to deep, politically painful reductions in some areas.
Unlike some other candidates, Mr. Bush seems to genuinely enjoy the photo opportunities and the hand-shaking drills of the campaign. His staff is often on the lookout for heavy construction equipment for Mr. Bush to pose on; last week he drove a steamroller at a Florida condominium building site and a rock-eating front loader at a North Carolina quarry.
He has refused recently to hold a news conference with the reporters traveling with him. When one reporter persisted with a query Saturday at a flea market in North Carolina, Mr. Bush responded: "I know what you're trying to do. I really want to do the campaigning."
He has granted dozens of interviews to local newsmen, however, "Missouri is right smack in the middle of the radar screen," he says. Or, the Illinois organization is "building" with "close to 100 county chairmen. Strong."

(Continued from Page 1)
Mr. Bush says he values celebrity endorsements. "I campaigned with Cheryl Ladd. Does that grab you at all?" he asked St. Louis reporters on Sunday night. "I'll tell you something, people were kind of teasing about that," but, he added, the actress "really did a good job. Just said nice things, and people like that. Campaigned with Ted Williams. Same thing, if that does anything for you. Household word in baseball. I'm a little tired of people saying, 'Mr. Vice President, get out of the way, we want to shake hands with Ted,' but it's true."
When Mr. Bush delved into substance recently, the results were confusing. In one South Carolina speech, he appeared to rule out any new taxes or user fees.
"And so you can call it fees, you can call it taxes. If it walks like a duck and quacks like a duck, it's a duck," he said. Two days later, he said he meant only to rule out an oil import fee, not all user fees.
He strongly suggested Sunday that, just as terrorists have captured, the Panama Canal leader, General Manuel Antonio Noriega, who is under U.S. indictment on narcotics charges. Later, Mr. Bush backed down: "I gotta think about that a little more. I probably shouldn't have said that. It was misinterpreted as kidnapping."

TAX: Co-ops Face Price of Success

(Continued from Page 1)
apparently intended to make the local authorities lower their resistance to private enterprise.
"While the state sector will maintain its leading role, this movement should help saturate the market with goods and increase the range and availability of consumer services," Pravda said in introducing the law.
Mr. Gorbachev's remarks, made Friday, appeared designed to allay widespread public fears that the introduction of private businesses would permit a class of wealthy entrepreneurs.
The deeply ingrained resentment of inequality has been a serious obstacle that has prevented cooperatives from expanding as rapidly as Soviet economists had hoped.
Many would-be entrepreneurs seem leery of opening businesses for fear that a public backlash will force the state to shut them down.
Mr. Gorbachev provided no details of how deeply the tax will affect the incomes of private business owners.
The Soviet leader and his economic advisers see cooperative ventures as a key to winning popular support for broader economic changes. The idea is that these small partnerships will provide a wide range of consumer goods and services that state monopolies have failed to produce.
The Soviet press, however, has carried many disheartening reports of cooperatives stifled by red tape or inhibited by fear of becoming conspicuously wealthy.

U.S. and Britain Veto South Africa Sanctions

UNITED NATIONS — The United States and Britain vetoed Tuesday a Security Council resolution calling for new economic sanctions against South Africa after its recent crackdown on anti-apartheid groups.
The vote in the 15-nation council was 10 to 2 in favor, with France, West Germany and Japan abstaining.
The parents of each of the "Bethoven babies" can get free prenatal care, counseling, home visits and access to a drop-in center where day care, health care and classes will be available. The aim: to provide whatever services are needed so that, when they turn 5, the children will be well prepared to begin kindergarten at the nearby Bethoven Elementary School.
With thousands of school-age girls having babies each year, public schools around the country are starting to offer on-site day care for their students' children, along with courses on family life and child development.
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FAMILY: Support Centers Become a U.S. Priority

(Continued from Page 1)
family research project, said that to a degree, programs like the 10 parent education centers Mr. Keating set up last year are "re-inventing the wheel" as it was at the turn of the century, with the friendly visitor programs and the settlement houses that tried to foster family life, and help people with whatever problems they were having.
Among the most publicized local programs is the Beethoven Project in Chicago, inspired and partly financed by a local businessman, Irving B. Harris. The project, which is just getting under way, will be open to every baby born in six of the 28 high-rise buildings of the Robert Taylor Homes, the largest

CITIES: Migration From the Countryside Is Straining Asian Economies

(Continued from Page 1)
and more and more are coming in each year.
Free Buransiri, chief architect for the National Housing Authority of Thailand, estimated that about 20 percent of people in Bangkok are slum dwellers or illegal squatters who have taken over vacant land.
Jakarta and Manila have even larger numbers of urban poor.
Interviewed during a visit to Bangkok, Frederick W. H. Dawes, head of the human settlements division in the Canadian International Development Agency, a government body, said he believed that mega-cities of the future in Asia and other parts of the Third World would create a new kind of deprivation on a large scale.
In consumer- and service-oriented societies, huge expectations are being generated, he said. But for many people, the promise of more goods and better living standards would not be fulfilled.
"Social tension will increase," Mr. Dawes said. "As urbanization packs people more closely together in squalid conditions, the propensity for violence will grow."
Father Joseph Maier, a Roman Catholic social worker from the United States who has lived in Thailand for 15 years, said that Klong Toey had been ravaged by some bad fires.
"Alcohol is a problem," he said during a tour of the area. "Heroin

building development can proceed.
In an effort to cut the numbers of people moving to the cities, the Thai government has launched job creation programs in the provinces, especially in the northeast and north of the country. Manufacturers have been offered tax and other incentives to set up plants outside Bangkok.
And some experts believe that the flow of people into Bangkok has slowed somewhat in the past few years. But the backlog of demand for better accommodation is massive.
Wiwal Sangtuan, director of the center for human settlement studies in the National Housing Authority, said that because of limited financial resources, the state could only supply a small part of housing needs in Thailand.
And many low-income earners, he added, could not afford even the cheapest private-sector housing. Nor could they pay the minimum rent of about 1,200 baht a month for a housing authority flat.
"Slums are here to stay," said Meechai Viravaidya, secretary-general of the Population and Community Development Association of Thailand. "Instead of trying to get rid of slums, we should learn to manage and improve them."
Stan Benjamin, a Canadian consultant on low income housing and both Thailand and Indonesia, said he believed that if squatters were

given greater job security as well as more opportunities, they would improve their own living conditions.
Still, many slum and squatter communities in Bangkok are now well organized. "It is not easy to evict the poor even from land belonging to the government," said Governor Chiamlong.
"The slum dwellers have gained some bargaining power because their votes are important to politicians in many urban electorates," he said.
Police are reluctant to enforce eviction orders, said Sumet Jantsada, a leading Thai architect who is actively involved in improving conditions in the slums.
"Most of the police are poor themselves," he explained. "They often see eye to eye with slum dwellers."
To get access to their land, some private developers in Thailand have paid squatters compensation to move.
But in several recent cases, developers have offered to improve the squatters' living conditions in exchange for part of their land.

Cambodia Attack Reported
The Associated Press
BANGKOK — Ten Vietnamese soldiers were killed and 29 were wounded in southern Cambodia when a train hit a land mine on Feb. 25 planned by guerrillas, the Khmer Rouge radio reported.

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ARTS / LEISURE

Pants Dominate Shows

By Bernadine Morris

New York Times Service

MILAN — Trousers are sweeping like a tidal wave through the fall and winter fashion openings, diverting attention from skirt lengths.

This is inevitable at a time of hemline unrest, designers say. Though they believe the trend is to longer skirts, they are not too precise about how long they will end up. Anywhere from the top of the knee to below the calf is possible, they say.

The one collection where trousers did not dominate was the Fendi show by Karl Lagerfeld. That's because Lagerfeld had a different message. Among the first designers to suggest long skirts because he felt the world was ready for a change, he endorsed calf-length hems in both ready-to-wear and furs at Fendi. Furs billowed around the body over long slim skirts. High waists were as prevalent as ankle lengths.

Besides the longer length, the news in furs lies in their simple light construction. The first models on the runway carried what looked like muffs in such furs as sable, chinchilla and mink. The muffs unfolded to become full-length coats. It was clear that fur technology could minimize the bulk of even long-haired furs.

In addition to the new construction methods, decorated surfaces gave an unexpected look to familiar

pelts. Roses were formed with ribbon tape. Strips of fur, including mink, were embroidered in abstract shapes on other furs.

The appearance of leopard coats on the runway caused gasps among the audience because leopard is an

MILAN FASHION

endangered species. But the spotted furs, even though they were treated seriously, were all fakes, the Fendis say.

Though he showed some knee-length clothes, Lagerfeld made a strong case for longer styles in fabrics as well as furs.

The best pants of the season are by Gianfranco Ferré. They fit the hips smoothly and taper toward the ankles for a slender, sinuous look. For day he likes them in red with a black jacket or in black with a red jacket, usually with a crisp white silk blouse. He shows them with long red shearing coats and printed silk blazers. Evening pants are in gold lace, velvet or satin.

Black fox is the designer's favorite fur accent, most arresting when it circles the hem of above-the-knee narrow skirts.

The most successful Ferré styles have a hard-edged simplicity. They include both red and black wool coats with snuggly belted waistlines and flaring skirts, as well as gray and white striped pantsuits with lace handkerchiefs tucked in a pocket. When three-dimensional embroideries and appliques are

added for evening, the clothes can look overwhelming.

When Mario Valentino, the shoe designer, shows a fashion collection, he sticks to what he knows best: leather. He mixes smooth leather and suede in rich, glowing shades of purple, green and royal blue. Wide-leg or narrow pants and jackets are wrapped in big shearing strokes that reach almost to the ankles. The showing was well under way before the first skirts appeared. They were narrow and almost ankle length. Later some fuller styles were shown in the same length, but nevertheless pants were clearly dominant.

At Byblos, trousers were overshadowed by the short, rounded skirts. Many fanciful minis appeared in flowered tapersy patterns, tweeds with ruffled appliques and paisley-printed velvet. They are shown with short fitted tweed jackets and over-the-knee boots. This eclectic collection by Alex Clover and Keith Varty, two British designers working here, is aimed at young women. It strongly supports the case for very short skirts. But there were plenty of other items. Trousers tend to have wide legs and are paired with short fitted jackets. Anna Karenina skirts are enormously full and end around the ankles. Black velvet jackets are embroidered with bright wool flowers. These are part of a folkloric revival that surfaces in other collections as well. It is part of fashion's current mix.



Mario Valentino's suede and leather, mini and fur-trimmed jacket by Byblos.

Ayckbourn Ends Season As Director: 'Tis Pity He's Going Home

By Sheridan Morley

International Herald Tribune

LONDON — Alan Ayckbourn's final production at the National Theatre before returning to his Scarborough company in Yorkshire is a sharp reminder of how unwise London is to let him go.

The last achievement of the outgoing Peter Hall administration at the National, many might say one of its very best, has been to establish Ayckbourn as one of the finest directors of the decade, first with the definitive "A View From the Bridge" and now on the Olivier stage with "Tis Pity She's a Whore."

This has never been the easiest of plays. Written in 1633 and not often seen since, though there was an Ian McKellen revival at the RSC a decade or so ago, it might have been designed to prove the old adage about the wisdom of trying everything at least once in life except folk-dancing and incest.

On one level it is the saga of a brother's overpowering lust for his sister, and the murderous problems which such an illicit passion inevitably creates. On another level, it's about the battles between puritanism and sexual liberties, between innocence and evil, and between romance and revenge.

THE LONDON STAGE

What matters about this production, on a brilliantly designed revolving set by Roger Glossop, is its unit and total period confidence. Not since the best days of Trevor Nunn and Terry Hands at the RSC has been staged with such an absolute understanding of its many and often complex demands.

True, not all the casting is ideal. Rupert Graves as the unfortunate brother has a kind of undergraduate cheeriness which leaves him looking deeply embarrassed when he has to crash a party bearing his

sister's heart on a dagger, while Ron Pember as their old father gives a performance which can only in view of the play's geographic location be described as Parma ham. But Suzan Sylvester as the sister has just the right air of injured innocence, while Clive Francis as the slyly evil servant is clear by his training for the National's odd legs.

Oddly enough, given his own background as a writer, Ayckbourn is least happy when directing the play's most overtly comic moments. Not as subplots of considerable complexity gradually give way to the central tragedy, and as most supporting characters fall victim to their own consuming lust or greed, there is a sharpening of focus to the point where the final bloodbath has all the tension of a really good thriller.

At the Lyric Hammersmith Studio, William Rushton makes a rare

return to the stage in "Tales From a Long Room" and "Uddie Moore's North Country," a curious double-bill carved out of the short stories and novels of Peter Tinniswood. Two of Tinniswood's best-known characters, from opposite ends of the country, are the cricket-fanatical Brigadier and the lugubrious northern Uncle Mort, and there is a kind of logic in putting them together as a couple of near-monologues.

The problem is that there is no dramatic energy. What might work well enough on the printed page or even radio looks desperately thin when thrown onto a stage in a production by Peter James which is to say the least perfunctory. Rushton bumbles amiably enough through the first half as the blimpish Brigadier, forever recalling long-lost highlights from the Wisden Cricketers' Almanac, but the joke wears more than a little thin after the first 20 minutes. The second half is

rather more intriguing, if only because in place of the chauvinist, wife-hating Brigadier we get to meet the altogether more complex Uncle Mort, a dour misanthrope,

looking like a well-fed Andy Capp, convinced that all of history as well as most of politics is a conspiracy against the working class. Lost in a world of rainsoaked alcoholics and

retired whipper breeders, Uncle Mort is as steadfast and straight and dull as a tramline and about as doomed to be overtaken by progress, but there is something en-

dearing about his deep depression. Rushton achieves a strong contrast with his earlier military impersonation from the other side of the English social tracks.

DOONESBURY



Table with 5 columns: Vol, High, Low, Last, Chg. Lists various NYSE Most Actives like ROGEE, CHRYSL, etc.

Table with 2 columns: NYSE ADV. volume, NYSE PRV. COM. CLOS. Lists market sales figures.

Table with 5 columns: High, Low, Close, Chg. Lists NYSE Index components like Consumer, Industrials, etc.

Tuesday's NYSE Closing. Includes Dow Jones Averages and Standard & Poor's Index.

Table with 5 columns: Close, Prev. Lists AMEX Diary components like Advanced, Declined, etc.

Table with 5 columns: Close, Prev. Lists NASDAQ Index components like Consumer, Industrials, etc.

Table with 5 columns: Vol, High, Low, Last, Chg. Lists AMEX Most Actives like Luf. Tel, Wm. S. W., etc.

Table with 5 columns: High, Low, Stock, Div. Yld. PE. Lists NYSE at Highest Since Collapse data for various stocks.

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Tuesday's NYSE Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

12 Month High Low Stock Div. Yld. PE Sts. High Low Close

Table of stock prices for NYSE, including columns for 12 Month High, Low, Stock, Div. Yld., PE, Sts., High, Low, Close.

Tuesday's OTC Prices

NASDAQ prices as of 4 p.m. New York time. Most listed securities in the form of value.

12 Month High Low Stock Div. Yld. PE Sts. High Low Close

Table of OTC stock prices, including columns for 12 Month High, Low, Stock, Div. Yld., PE, Sts., High, Low, Close.

12 Month High Low Stock Div. Yld. PE Sts. High Low Close

Table of stock prices for various international markets, including columns for 12 Month High, Low, Stock, Div. Yld., PE, Sts., High, Low, Close.

12 Month High Low Stock Div. Yld. PE Sts. High Low Close

Table of stock prices for various international markets, including columns for 12 Month High, Low, Stock, Div. Yld., PE, Sts., High, Low, Close.

12 Month High Low Stock Div. Yld. PE Sts. High Low Close

Table of stock prices for various international markets, including columns for 12 Month High, Low, Stock, Div. Yld., PE, Sts., High, Low, Close.

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Table of OTC stock prices, including columns for 12 Month High, Low, Stock, Div. Yld., PE, Sts., High, Low, Close.

World Markets in Review. A weekly review of world stock markets, essential reading for investors and professionals worldwide.

WEDNESDAY, MARCH 9, 1988

MADISON AVENUE

**As an Advertising Vehicle
Yuppie Image Is Passé**

By BRUCE HOROVITZ

Los Angeles Times Service

LOS ANGELES — It is not the sort of ad that stirs great passion. A couple of men at a diner are chatting about their cars. But this commercial, for Honda Dealers of Southern California, is the sort of ad that spells the end of a short-lived era. The yuppie as an advertising vehicle is, in a word, dead — "yuppie" having been defined as young urban professional, young upwardly mobile professional or a combination thereof.

"The whole concept of the yuppie has become laughable," said Robert Elen, whose Los Angeles agency, Robert Elen & Associates, created the Honda ad. "I don't know of one major advertiser who is putting together a big yuppie campaign right now. I think they'd be embarrassed to be in the category."

**Too many
advertisers at once
had jumped on the
yuppie bandwagon.**

If the two men in the Honda were wearing suspenders or dining on sushi, they could easily pass as yuppies. But the ad takes great pains to do, instead, simply present them as a couple of ordinary people who aren't really interested in having it all. In fact, all they want is a car that works.

"Isn't variety the spice of life?" poses one of the two, when his buddy tells him that he just bought his third Honda. Responds the other guy, "Well, my last Honda was red."

What has killed the yuppie — and yuppie values — in ads? "It's the natural death of a fad," said Rajeev Batra, associate professor of marketing at Columbia University. Advertising executives say several other factors are also at work.

The October stock market collapse cast an ugly glow on the image of the yuppie as greedy. "Everyone's mad at them," said Larry Postner, creative director at the Los Angeles ad firm, Rubin Postner.

What's more, too many advertisers jumped on the yuppie bandwagon at once. All the ads began to look alike. "The trend of the yuppie commercial has expired of its own volition," said John Ferrell, executive vice president and creative director at the New York office of the ad agency Young & Rubicam. "In fact, many young people have been laughing at this advertising for several years, but it wasn't until recently that advertisers made that connection."

COMEDY writers, however, quickly caught on. The popular television show, "Saturday Night Live," parodied the predominant user of yuppie advertising, Michelob, more than a year ago. The old Michelob ads, under the theme, "Where you're going, it's Michelob," showed stereotypical yuppies enjoying the brew.

Now, instead of marketing itself as the beer of the yuppie, Michelob is trying to attract a much broader audience by repositioning itself as the beer that is synonymous with nighttime. After all, you don't have to be a yuppie to be swayed by such one-liners as "The night belongs to Michelob" and "Light up the night with Michelob Light."

A lot of advertisers are rethinking their positions," said Jane Talcott, creative director at STDB Needham Worldwide. Indeed, she said, there is a return to ads that say, "You should buy this product whether you're a yuppie or not."

At the same time, some advertisers who still want to reach yuppie executives have recast the image from the happy-go-lucky executive on the move to that of the manager who is just trying to keep his job. Companies like AT&T, MCI, IBM and Wang are all running ads that show snippets of young executives in difficult business situations.

"I call them yuppies from hell," said Steve Hayden, chief creative officer at the Los Angeles office of the ad firm BBDO. See IMAGE, Page 13

**Bonn
Says GNP
Up 0.5%**

Confirms 1.7%
Growth for Year

Reuters

BONN — Gross national product grew by 0.5 percent in the fourth quarter of 1987, showing that West Germany is helping its trading partners by taking in more imports, the government said Tuesday.

The Federal Statistics Office earlier confirmed that GNP, the country's total output of goods and services, rose 1.7 percent in 1987, adjusted for inflation, in line with an estimate it published in January.

That was a significant slowdown from growth of 2.6 percent in 1986. Original forecasts for 1987 growth were reduced sharply during the year because of the effect of the lower dollar on German exports.

The growth of 0.5 percent in GNP, adjusted for inflation and seasonal variations, in the fourth quarter from the third quarter was at the higher end of expectations. GNP rose 2.3 percent in the fourth quarter from a year earlier.

"Since the generally significant growth in domestic demand was over-proportionally met by imports in the quarter, 'the rise in West German production was somewhat smaller,'" the Economics Ministry said.

"Therefore, strong growth impulses were passed on to trading partners."

West Germany has been under pressure, especially from the United States, to raise domestic demand to help reduce global trading imbalances.

Exports of goods and services rose by 4.4 percent in the fourth quarter from a year earlier, the strongest increase since the middle of 1985, the statistics office said.

But imports grew by a much stronger 7.5 percent in the quarter.

The Economics Ministry said domestic demand would remain the locomotive for the economy, Europe's biggest, this year.

The government has forecast GNP growth, adjusted for inflation, of 1.5 percent to 2 percent in 1988, though some economists say this estimate is too optimistic.



Colby H. Chandler, chief executive, right, is focusing on Kodak's growth, an attitude symbolized by the introduction of products such as the Create-a-Print system, which an engineer inspects.

For Kodak, New Focus on Future

'Sense of Urgency' Is Reflected in an Array of Changes

By Claudia H. Deutsch

New York Times Service

ROCHESTER, N.Y. — In January, Eastman Kodak Co. announced a new product called Create-a-Print that would enable anyone with a color negative to walk into a photofinishing lab, sit at a computer terminal and design a cropped or enlarged print. Amid the hoopla — and criticism — over Kodak's \$5.1 billion acquisition of Sterling Drug Co. later that month, the new product went virtually unnoticed. But in a sense, Create-a-Print is more symbolic of the changes at Kodak than is its gargantuan acquisition.

The reason is that it took only 22 months for Create-a-Print to go from product idea to market. Design, manufacturing and marketing managers all geared up in tandem. They did such things as start on a \$250,000 mold to make a key element of the system before they were certain the specifications were perfect. And they did them all on just two say-soes, those of Robert L. Smith, general manager of the photofinishing systems division, and of William J. Janowitz, manager for manufacturing equipment.

"In the old days, Create-a-Print would have taken four years," Mr. Janowitz said. "But nowadays, there is a sense of urgency. Everybody knows the future is not as certain as it once was."

Indeed, Kodak is in the throes of a cultural upheaval that could serve as a case study for what happens when an old company faces new competitive ground rules. It has changed its internal power structure, its manufacturing methods, its dealings with suppliers and competitors, almost every aspect of how it does business. It has slashed production costs and fine-tuned quality assurance systems.

See KODAK, Page 16

**Pound Soars,
But Thatcher
Bars Rate Cut**

By Reginald Dale
and Warren Getler

LONDON — The British pound continued to climb Tuesday as Prime Minister Margaret Thatcher ruled out interest rate cuts or "excessive intervention" in the markets to stem the currency's sudden rise.

Either of those courses, she told Parliament, would stimulate inflation, leaving the government no choice but to allow the pound to appreciate.

The pound became the major focus of international currency speculation, largely at the dollar's expense, after the British government on Monday abandoned the ceiling of 3 Deutsche marks to the pound that it had maintained for almost a year.

The pound closed above 3 DM on Monday for the first time since September 1986. With the upper limit removed, buyers pushed the rate up further Tuesday, probing to find whether a new unofficial ceiling had been set, and if so, where.

"The pound is a one-way bet in the very short term," said Chris Johns, an economist at Phillips & Drew, a London brokerage. "The mood of the market is very, very bullish."

But he and other analysts warned that the rally could be short-lived. The pound rose nearly 3 pence in London on Tuesday to close at 3.0743 DM, from 3.0458 on Monday. It also closed at \$1.8410, up more than 2 cents from \$1.8185.

The dollar, which remained on the sidelines as markets concentrated on the pound, closed at 128.00 yen, down marginally from 128.07 on Monday, and at 1.6684 DM, down from 1.6755.

In late trading in New York, the pound had risen further to \$1.8425 from \$1.8185 at Monday's close. The dollar was also trading at 1.6672 DM, down from 1.6765 on Monday.

Share prices of many leading British exporters fell Tuesday on the London Stock Exchange. The pound's rise erodes the manufacturing industry's competitiveness

abroad by making exports more expensive. Asked about the potentially damaging effects on Britain's international competitiveness, Mrs. Thatcher said, "I am saying that getting and keeping inflation down is the most important thing of all."

She dismissed recent official estimates of a record £905 million deficit in the current account, the widest trade measure, in January as "a freak."

Retail price inflation stood at 3.3 percent in January, but economists expect it to climb to 5 percent by year-end, spurred by wage demands. A lower pound would tend to increase inflation by making imports more expensive.

British Treasury officials said that while there had been "an adjustment in the exchange rate" in response to market pressure, the government's commitment to a stable currency remained unchanged.

Britain will continue to restrict the pound's range of movement and will not allow its rate against the mark to fluctuate outside acceptable bounds, they said.

Dealers said the market would test whether the new upper limit was 3.10 DM, 3.15 or even 3.20.

Buying will continue until the Bank of England indicates where it wants to halt the pound's advance, at which point there will be profit-taking, they predicted.

Analysts cautioned, however, that the outlook could be significantly altered by next Tuesday's budget statement by Nigel Lawson, the chancellor of the Exchequer, setting out the government's economic and fiscal policies for the year ahead.

Many economists are expecting the chancellor to offset the government's firm monetary policy with an easier fiscal policy built around a £3 billion tax cut.

Few economists believe the government is in any mood to sanction a cut in the current base rate level of 9 percent, set early last month.

The British Treasury officials said that the 2.95 DM to 3.00 DM range maintained for the past 12

See POUND, Page 16

Currency Rates

Cross Rates	March 8
Amsterdam	1.875
Brussels	34.95
Frankfurt	1.274
London (D)	1.841
Milano	1.284
New York	1.841
Paris	5.665
Tokyo	122.85
Zurich	1.375
1 ECU	1.289
1 SDR	1.378

Other Dollar Values	March 8
Arvon, austral	4.745
Australian dollar	1.216
Belg. fl.	35.12
British pound	1.841
Canadian dollar	1.254
Chinese yuan	3.721
Deutsche mark	1.668
French franc	6.55
Italian lira	2.036
Japanese yen	163.60
South African rand	1.289
Swiss franc	1.375
Taiwan dollar	2.48
West German mark	1.375

Forward Rates	March 8
30-day	1.841
60-day	1.841
90-day	1.841
180-day	1.841
360-day	1.841

Interest Rates

Eurocurrency Deposits	March 8
1 month	6 1/4 - 6 1/2
3 months	6 1/4 - 6 1/2
6 months	6 1/4 - 6 1/2
1 year	6 1/4 - 6 1/2

Key Money Rates	March 8
Discount rate	5 1/2
Call money	8 1/2
3-month Treasury bill	8 1/2
6-month Treasury bill	8 1/2
1-year Treasury bill	8 1/2

U.S. Money Market Prices	March 8
Discount rate	5 1/2
Call money	8 1/2
3-month Treasury bill	8 1/2
6-month Treasury bill	8 1/2
1-year Treasury bill	8 1/2

Gold	March 8
London	427.15
Paris	427.15
Zurich	427.15
Amsterdam	427.15
New York	427.15

**Court Rules
On Merger
Disclosures**

New York Times Service

WASHINGTON — Experts in securities law say a decision by the U.S. Supreme Court will make corporate managers' lives more difficult by forcing them to make judgment calls about whether to disclose significant merger transactions in the planning stage.

The Supreme Court on Monday significantly expanded the obligations of companies to disclose preliminary merger negotiations to the public.

The court also adopted a rule already applied by most lower courts — the "fraud-on-the-market theory" — that makes it far easier for plaintiffs who bring suits for securities fraud to prove their losses were caused by misleading statements made by defendants.

Under this theory, the Court said that investors who traded in a company's stock at a time that the market price had been distorted by false statements made by the company could be presumed to have been defrauded if they lost money because of that distortion.

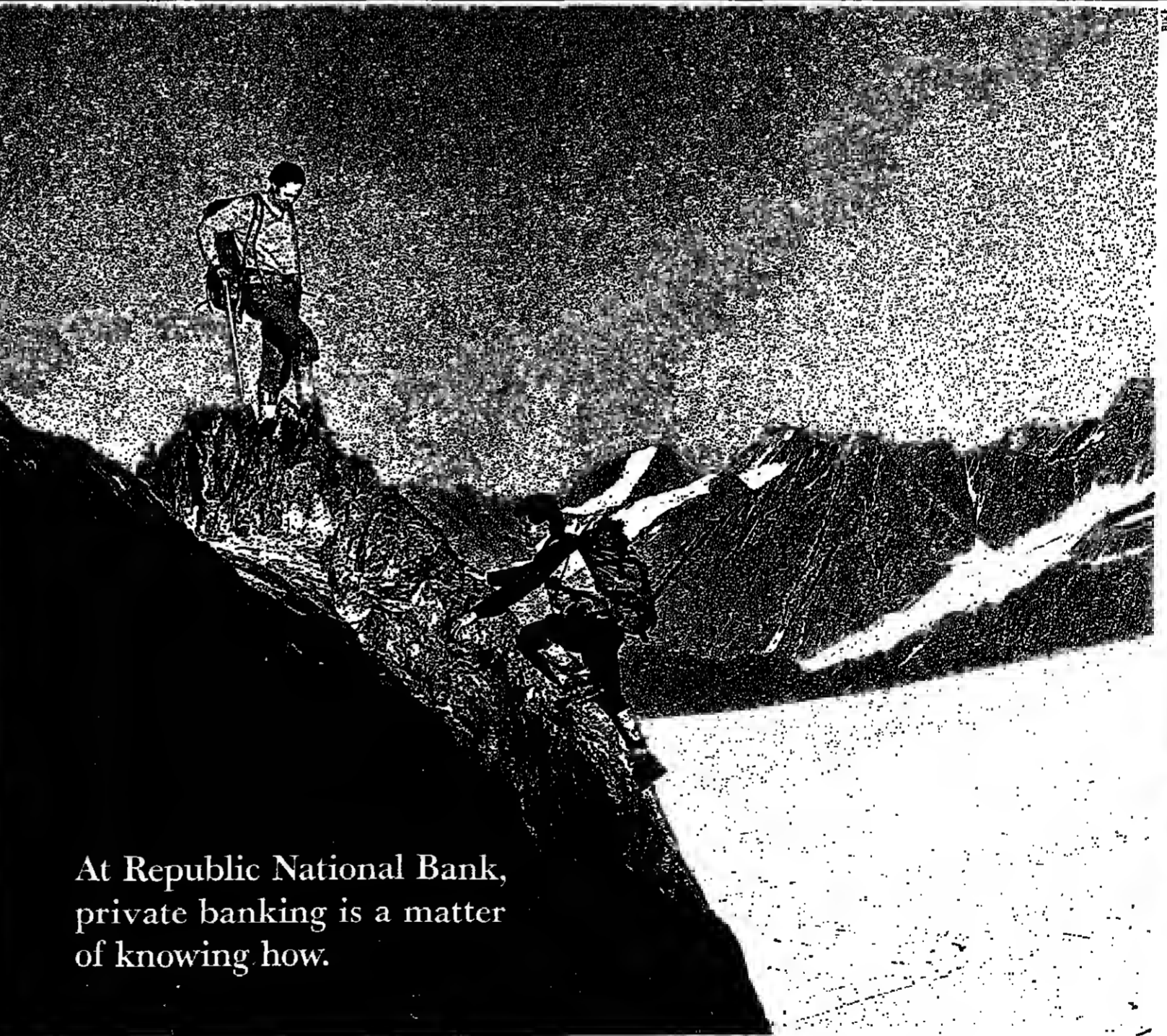
Experts on both sides of the case say that if managers make misleading denials or incomplete statements about preliminary negotiations, they could face legal liability, if they provide reasonably full disclosure, they could risk jeopardizing the deal.

The court ruled for the plaintiffs on both points in the case — disclosure obligations and misleading statements on material facts — and ordered further proceedings in a class action suit against Basic Inc. and its directors by former stockholders, the company depressed the price at which they sold by falsely denying that it was holding merger talks.

The court essentially adopted the position advocated in a joint brief by the Securities and Exchange Commission and the Justice Department, resolving most all disputed issues in favor of the plaintiffs.

"The ruling comes amid a renewed wave of takeover activity, and as state legislators, members of Congress and federal regulators have been discussing whether and how to restrain takeovers. Another problem has been insider trading, in which profits have been made on early information by traders who are not always connected with the companies involved."

"It sounds like a very positive decision from the standpoint of individual investors," said John Markese, director of research of the American Association of Individual Investors, a nonprofit group with 110,000 members.



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 SINGAPORE TOKYO PANAMA NASSAU BUENOS AIRES SANTIAGO MONTEVIDEO CARACAS MEXICO CITY PUNTA DEL ESTE RIO DE JANEIRO SAO PAULO

WORLD MARKETS
IN REVIEW

IVA88

INTERNATIONAL TRANSPORT AND TRAFFIC EXHIBITION

Transport: A Global Look at Workable Systems and Means

ALTHOUGH the saying is "money makes the world go round," probably closer to the truth is "transportation makes the world go round." And on June 1 to 12 at the International Transport and Traffic Exhibition (IVA) in Hamburg, some 300,000 visitors will see how the world will be moving in the next decade and the next century.

"There is no other trade fair like this," said Franz Zeithammer, president of fair organizers Hamburg Messe and Congress GmbH. "This is the trend-setter, the traffic of the future," he said, adding that the fair's focus is on the transportation systems of tomorrow rather than those being sold today.

However, IVA's orientation is pragmatic and realistic. "We're not presenting a utopia," Mr. Zeithammer said. "All the technology on exhibition is concrete, and is either being developed or already has been developed."

The fair covers every means of passenger and cargo transportation except the personal automobile. Aviation and aerospace, shipping and ports, trucking, and local and long-distance rail traffic will be highlighted. Transport management, as well as methods of integrating different transportation systems, will also be represented.



Franz Zeithammer, president of Hamburg Messe and Congress GmbH.

Nor is the IVA's scope limited to physical movement. Telecommunications — the movement of information — will be the focus of an entire hall.

The IVA is an internationally significant event, if only because the technologies to be exhibited have global applications. Mr. Zeithammer noted that, from New York to Tokyo, the problems faced by commuters and traffic planners are similar. The fair is made no less significant by its rarity, a once-a-decade experience. The most recent IVA was in 1979, and the next is likely to be at the end of the 1990s.

"We will probably see a whole new generation of innovators," Mr. Zeithammer said,

noting that 28-year-old engineers at the 1988 IVA were high school students during the 1979 fair.

The visitors expected to attend range from high-ranking government officials to train engineers, truck drivers and other people who have no connection with the transportation industry other than curiosity. The fair will be a meeting point for some 50,000 transportation experts, including 20,000 to 30,000 from abroad.

The fair's technological expertise is guided by the International Committee of the IVA, a team of transport experts headed by Dr. Werner Bartels, chairman of the board of Thyssen Industrie AG.

Major international decision makers will be in attendance: West German Transportation Minister Juergen Warnke will be joined by the transportation ministers from 19 European nations. At least 15 European countries as well as Canada and Japan will have national exhibitions.

But the impact of the technology displayed at the IVA is not limited to government officials and transport planners. "The investments that result here are not counted in pennies," Mr. Zeithammer said, referring to the billions of dollars of public money spent on systems such as the ones at the IVA.



Dr. Werner Bartels, chairman of the IVA International Committee and chairman of Thyssen Industrie AG.

"What we show here will have a political impact," commented Mr. Zeithammer. The sheer scale of transportation investment can create countless new jobs, he said, adding that because transportation is a service industry, those investments create permanent jobs.

Some 1,000 exhibitors from 25 countries will be represented in the fairground's 12 halls. Key exhibit includes a 40-meter-long model of the Channel tunnel project, as well as technology displays by Thyssen, Daimler-Benz and Deutsche Bundesbahn, the German national railway operator.

Other exhibitors include major international airports and seaports, shipping lines, airlines, telecommunications companies, mass transit associations, and truck, rail and aircraft manufacturers.

One of the primary attractions of the IVA is that, rather than seeing transport systems in pamphlets or on video-

record for a passenger train: 412.6 kilometers per hour (255 miles per hour). The Bundesbahn's Intercity Experimental (ICE) train will carry visitors between Bremen and Hamburg at speeds up to 280 kph (173 mph).

Daimler-Benz will incorporate a display of its bus technology into the fair's logistics, as its shuttle service will carry IVA visitors using three types of technology. At the start of the beginning, the bus will drive on city streets under its own power. Next, it will be guided along a concrete track, then finally powered by electric cables running overhead. Fair excursions include visits to the Airbus factory, Lufthansa Werk and more than 20 other sites in and around Hamburg.

Unlike most other trade fairs, estimating the value of sales generated by IVA is difficult. "It is difficult to guess how much money is involved when just one country buys a rail system," Mr. Zeithammer said, adding that the "astronomical" sales volume at the IVA will be counted in billions of dollars. More importantly, the fair is a place where contacts are made, acting as catalysts for future investments, he said.

The event's emphasis on transportation policies, politics and international issues is evidenced by the congresses planned to run concurrently with the IVA. Some 6,000 to 8,000 transport experts are scheduled to participate in more than 30 congresses at the Hamburg Convention Center, adjacent to the fairgrounds.

Hamburg Messe's involvement in transportation trade fairs is not limited to the IVA. From Sept. 27 to Oct. 1, it will present the International Shipping and Marine Technology Market trade fair and world seaport trade fair "Portex." The international boat exhibition "hauseboot" and EMTEC trade days will follow on Oct. 22 to 30.

But Hamburg Messe believes the IVA is its most important event. An expansion of the fairground facilities, an integration of the fairground's and city's railway lines, and the installation of a heliport are among the many improvements made in preparation for this year's IVA.

Hamburg, one of the most important transportation hubs in Europe, provides an ideal setting. Its 800-year-old port is the second largest in Europe and one of the 10 largest worldwide. A massive rail infrastructure and an international airport buttress its role as a transport center.

Hamburg is a center of transport innovation, home to major transportation companies such as Germany's largest ship lines, Lufthansa's entire maintenance operations and the Airbus manufacturing facilities of MBB.

West Germany's reputation for innovation holds true in transportation. The nation boasts the world's largest truck maker Daimler-Benz, specialized shipyards producing high-technology vessels, and the developers of Transrapid, the world's fastest passenger train.

Railroads Poised for Breakthrough

WITH the completion of the Channel Tunnel in 1993, train passengers will be able to travel from Paris to London in three hours, about half the time required today. High-speed trains are already in service in France, England and Sweden, and will go into operation in West Germany and other nations in the 1990s.

Meanwhile, the next generation of rail travel — high-speed magnetic levitation trains — is already under development. Promoted as a medium midway between air and rail, this January the West German Transrapid set a new speed record for passenger trains: 412.6 kilometers per hour (255 miles per hour). This record should be bettered as it reaches its full potential of up to 500 kph. (310 mph).

This summer, the German government is expected to select a pilot stretch in Germany where the first Transrapid will go into service. Other nations including Japan and the Soviet Union also are working on magnetic levitation technology.

The technology that is revolutionizing rail travel can be viewed — and ridden — on June 1 to 12 at the International Transport and Traffic Exhibition (IVA) in Hamburg, West Germany. Britain's APT, France's TGV, Italy's Pendolino, and Germany's ICE will all be displayed on a 2.5 kilometer (1.5 mile) rail track in the Hamburg fairgrounds.

The ICE or Intercity Experimental train will whisk fair visitors between Bremen and Hamburg at speeds up to 280 kph (173 mph), well below its capability of 350 kph (217 mph). The Deutsche Bundesbahn, the German na-

tional railway operator, and other national railway operators as well as urban rail transport associations will also be exhibiting at the fair.

In Europe, probably more so than anywhere else, rail is poised for a comeback. National governments are moving toward policies encouraging rail travel, while the transportation ministries of Belgium, West Germany, France, Great Britain and the Netherlands have agreed to cooperate on the development of high-speed inter-European rail travel.

Numerous reasons exist for promoting train travel. Rail is considered the safest transport medium, and new technology is enhancing its reputation. Magnetic levitation trains — a departure from conventional wheel-and-rail technology — are considered incapable of derailing.

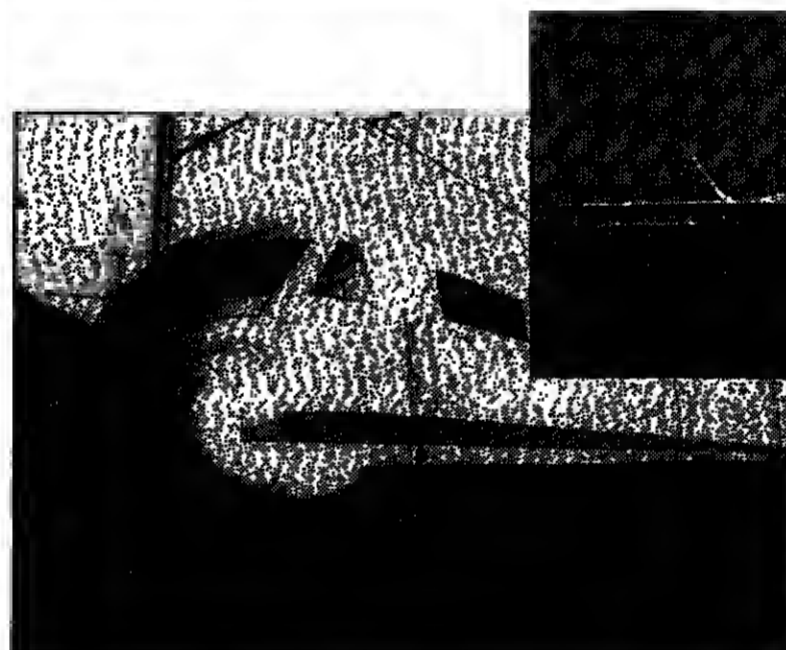
Although high-speed trains are designed primarily for passengers rather than cargo, other policies are promoting more cargo transport on rail, especially of dangerous goods. Trains are also environmentally sound. A medium-size automobile uses three times as much and an Airbus airplane six times as much energy per passenger as an express train, according to Gerd Weber, president of the German Locomotive Industry.

Trains are often powered by electricity, allowing nations to use innovative energy sources and reduce potentially destabilizing dependencies on oil. Austria, for example, uses hydroelectric power to run most of its railway.

Railways also require less space, important in densely populated areas such as Europe. A two-track railway is typically 14 meters wide, one-third the width of a six-lane



Airbus engines at a Lufthansa plant (above); an ICE locomotive (right); and the Airbus A 330.



highway and one-fourth that of an inland waterway.

Trains, particularly the newer models, are quieter than other modes of transport. Also, rail transport has enormous potential for automation and hence rationalization and cost-cutting.

A West German Transport Ministry official said the technological and economic success of France's TGV is encouraging other nations to develop similar high-speed rail systems.

For many of Europe's railways, new technologies are a matter of survival. The railways are troubled by losses, with government subsidies covering up to 80 percent of costs.

The Bundesbahn expects to lose 4.2 billion Deutsche marks this year, and losses are expected to climb to 7 billion DM by 1992. Meanwhile, passenger and cargo volumes continue to slip. Rail currently accounts for only 6 percent of passenger traffic in West Germany.

But the high-technology bridge to a profitable future for national railway operators is not without obstacles. Investments often require bil-

ions of dollars. International connections are made difficult by varying track sizes and different voltages.

Furthermore, inter-European cooperation might be made more difficult as nations vie to promote the systems developed within their country, the Transport Ministry official said, adding that competition will be particularly intense between France and West Germany.

Magnetic levitation trains cannot be operated on conventional tracks, requiring additional investments. The technology is too expensive for cargo transport, one of the reasons why the Bundesbahn chose conventional high-speed trains rather than magnetic levitation vehicles for its Cologne-to-Frankfurt route.

Placement is also a problem. Siting an elevated track above the center divider of highways, one of the most durable suggestions, is questionable for safety reasons: drivers might be distracted by the sight of a train passing overhead at 400 kph. (248 mph).

But the high-technology bridge to a profitable future for national railway operators is not without obstacles. Investments often require bil-

Long-Range Planning a Must

THIS year's IVA will be the first since 1979, a long absence for what many consider the world's most important transportation trade fair. Indeed, many trade fairs in West Germany and other nations are held annually, some twice a year. But after June, the next IVA is likely to be at the end of the 1990s, a reflection of its focus on transportation technology, which takes years or decades to develop.

"A 10-year cycle is not unreasonable," said Franz Zeithammer, president of fair organizers Hamburg Messe and Congress GmbH. "The transportation industry has long-term cycles of technological development. It's different from industry to industry, but new automobiles are developed more quickly than ships, airplanes or trains."

Josef Grendel, press spokesman for MBB's transport aircraft group, said, "We need to plan now for airplanes that will be flying in 30 years,

the aircraft our grandchildren will be flying. You don't have time frames like that in any other industry."

Other transport modes are also characterized by lengthy development periods. West Germany's Transrapid magnetic levitation train is currently being tested on a track near Embsland, in the Federal Republic.

Peter Wieselmann, director of public relations at Thyssen Henschel, a part of the consortium developing the Transrapid, noted that more than half a century has passed since the concept of magnetic levitation trains was introduced in 1935.

The long-term cycles force the transportation industry to be highly innovative, Mr. Grendel said, adding that the designs and materials created today must be applicable 20 or 30 years or more in the future.

The enormous cost of transport systems makes it too costly to replace systems frequently. Therefore, transport technology usually must be

valid for decades to be cost-efficient.

Extensive testing of new systems also adds to the development time. According to the West German Transportation Ministry, Germany's new Intercity Experimental (ICE) train has recorded 4 million kilometers of tests.

But, today, perhaps more so than any other time in recent memory, transport technology developments are changing our world. "Today we are at a turning point," Mr. Zeithammer said, noting that unique requirements are being met by innovative projects such as the English Channel tunnel or the new airport near Osaka, Japan, to be built on a man-made island.

Technology is not only changing the way we move, but the way we live. "New transportation technology has brought a revolution to Europe and made the European Community possible," Mr. Zeithammer said. For example, whereas existing high-speed trains are limited to domestic routes because of different international voltages, multi-voltage locomotives will make high-speed inter-European rail travel a reality.

Indeed, new technologies are changing the relations between existing transportation modes. People will increasingly turn to mass transit systems as they become faster than automobiles.

A train between Paris and Cologne, West Germany, currently takes five-and-a-half

hours, about an hour more than by automobile. But high speed trains will reduce the travel time to about two hours. Other transport industries such as aviation are also developing faster systems.

But, at the same time, the trend will continue toward transportation systems that pollute less, which the Germans call *Umweltfreundlich* or "friendly to the environment." Mr. Zeithammer said: "This will be a dominant theme in transportation. Everything from cars to rockets burden the environment, and there will be an effort to lower this."

Indeed, whereas airplanes and trains travel faster than ever today, their per-passenger energy consumption continues to drop. For example, the ICE train wins back energy when braking, energy that would normally be lost.

Another area of development is toward space-saving systems, as land becomes too scarce and too valuable to devote to transportation. An example of such technology is a bus by Daimler-Benz that drives on a narrow, concrete track.

The bus, already in use in West Germany, runs on a separate track parallel to highways, thereby allowing it to avoid traffic in congested urban areas. Normally the bus can only drive as fast as the flow of traffic.

Safety will also become an increasingly important theme, as indicated by its strong presence in the schedule of congresses at the IVA. The theme applies not only to passenger travel but to cargo as well.

Finally, new technologies will aim at reducing cargo transport costs. Many industries worldwide have rationalized production and cut costs to a minimum. Therefore, industries are turning to transportation and distribution expenses in an effort to cut costs and remain competitive.

This Advertising Section was written by Erich Toll.

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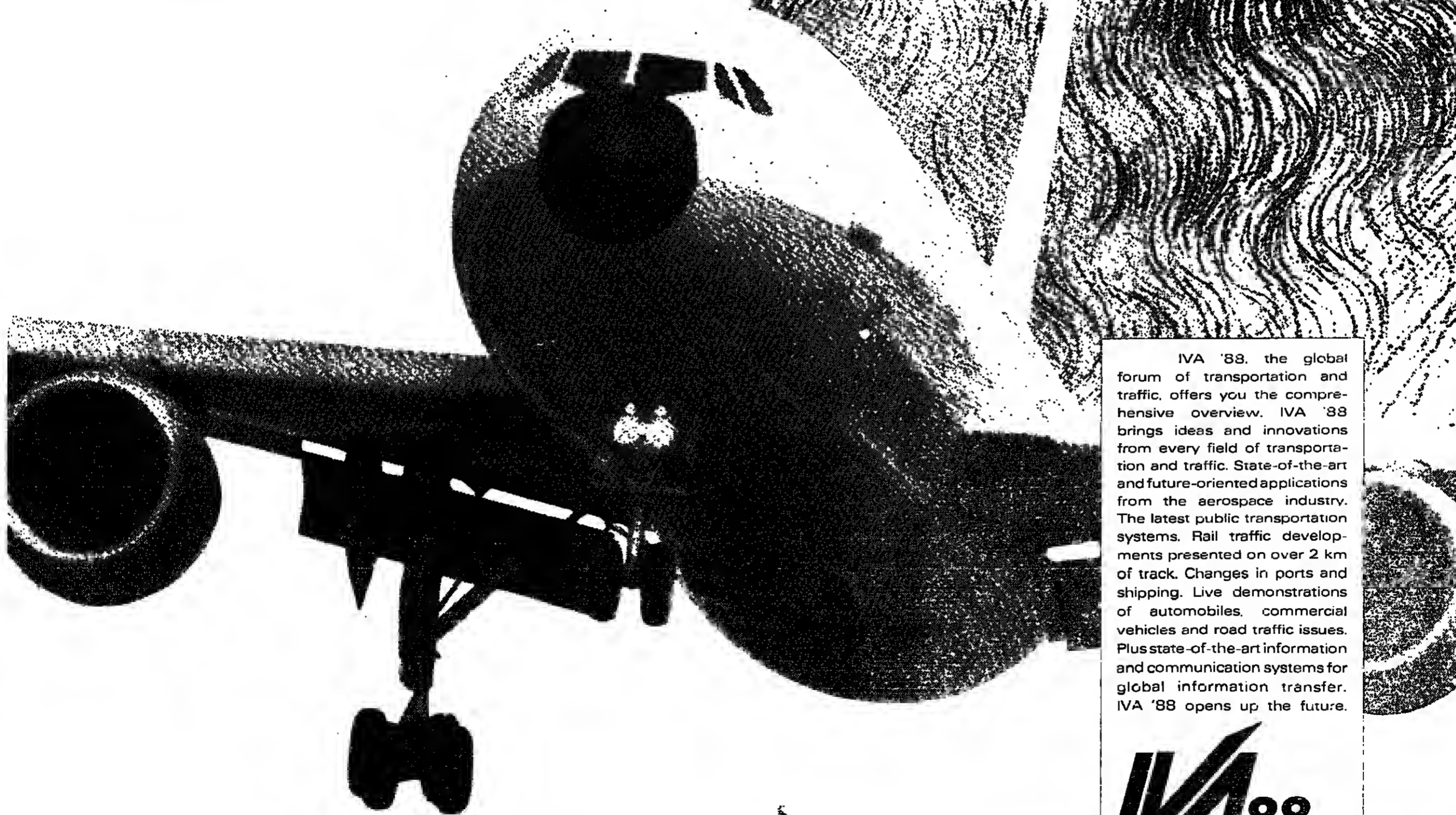
Hamburg

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HAMBURG.



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Hamburg Messe

the address for congresses and fairs

Business Roundup
Lack

Tuesday's NYSE Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

(Continued)

12 Month High	Low	Stock	Div. Yld. PE	52 Wk High	Low	Close	Chg.
17 1/2	14 1/2	Merck	1.44	45	11	45 1/2	+
17 1/2	14 1/2	McDermott	1.44	45	11	45 1/2	+
17 1/2	14 1/2	Midway	1.44	45	11	45 1/2	+
17 1/2	14 1/2	Monsie	1.44	45	11	45 1/2	+
17 1/2	14 1/2	Monsie	1.44	45	11	45 1/2	+
17 1/2	14 1/2	Monsie	1.44	45	11	45 1/2	+
17 1/2	14 1/2	Monsie	1.44	45	11	45 1/2	+
17 1/2	14 1/2	Monsie	1.44	45	11	45 1/2	+
17 1/2	14 1/2	Monsie	1.44	45	11	45 1/2	+
17 1/2	14 1/2	Monsie	1.44	45	11	45 1/2	+

U.S. Futures

Via The Associated Press

March 8

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

Grains

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

Food

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

Metals

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

Stock Indexes

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

W.X.Y.Z.

W	X	Y	Z
110 1/2	109 1/2	110 1/2	110 1/2
110 1/2	109 1/2	110 1/2	110 1/2
110 1/2	109 1/2	110 1/2	110 1/2
110 1/2	109 1/2	110 1/2	110 1/2
110 1/2	109 1/2	110 1/2	110 1/2

Stock Indexes

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

Commodity Indexes

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

NYSE High-Lows

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

AMER High-Lows

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

Livestock

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

Currency Options

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

Financial

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

U.S. Treasuries

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

London Commodities

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

Spot Commodities

High	Low	Open	High	Low	Close	Chg.
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+
110 1/2	109 1/2	110 1/2	110 1/2	109 1/2	110 1/2	+

Company Results

Company	Revenue	Net Income	Per Share
Aluminum	1.2	0.1	0.1
Chemical	1.5	0.2	0.2
Food	1.8	0.3	0.3
Textile	1.1	0.1	0.1
Pharmaceutical	2.0	0.4	0.4

DM Futures Options

Company	Revenue	Net Income	Per Share
Aluminum	1.2	0.1	0.1
Chemical	1.5	0.2	0.2
Food	1.8	0.3	0.3
Textile	1.1	0.1	0.1
Pharmaceutical	2.0	0.4	0.4

Dividends

Company	Dividend	Yield
Aluminum	0.1	1.2%
Chemical	0.2	1.5%
Food	0.3	1.8%
Textile	0.1	1.1%
Pharmaceutical	0.4	2.0%

Market Guide

Market	Index	Value
NYSE	Dow Jones	110 1/2
NYSE	S&P 500	109 1/2
NYSE	NYSE Comp. Index	110 1/2
NYSE	NYSE Div. Index	110 1/2
NYSE	NYSE Vol. Index	110 1/2

New VAX Computers

Introduced by Digital

United Press International

MARLBOROUGH, Mass. - Digital Equipment Corp. introduced a line of VAX computers on Tuesday that provide up to 3.7 times the processing power of the company's other systems. Digital executives said the new Digital VAX 8800 series computers are compatible with existing VAX systems and software and other systems can be made compatible, spokesmen said.

United Brands

Company	Revenue	Net Income	Per Share
Aluminum	1.2	0.1	0.1
Chemical	1.5	0.2	0.2
Food	1.8	0.3	0.3
Textile	1.1	0.1	0.1
Pharmaceutical	2.0	0.4	0.4

BUSINESS ROUNDUP

Westland Lacks Helicopter Orders

YEOVIL, England — The aerospace company Westland Group PLC said Tuesday that it did not expect to win its first order for the Sikorsky Black Hawk helicopter until the end of 1989, more than three years after its financial rescue by Sikorsky's parent, United Technologies Corp., and Fiat SpA of Italy.

Corning Says It Will Pay \$260 Million to Acquire ICL

CORNING, New York — Corning Glass Works, in its largest acquisition ever, said Tuesday that it would pay \$260 million to buy International Clinical Laboratories Inc. of Nashville, Tennessee.

Under the merger agreement, Corning will commence a tender offer for 26 percent of ICL's shares. The offer, which will expire in 20 business days, is conditional on Corning acquiring at least a majority of ICL stock.

Lorimar and Warner Hold Talks on Possible Merger

CULVER CITY, California — Lorimar-Telepictures Corp., laden with debt despite its success as a leading television programmer, has announced that it is exploring the possibility of a business combination with Warner Communications Inc.

Battle for Roper Puts Appliance Strategy on Front Burner

By John Holuhisa New York Times Service DETROIT — The takeover contest between General Electric Co. and Whirlpool Corp. for Roper Corp., a maker of kitchen ranges and riding lawn mowers, reflects the changes in strategy and the consolidation under way in the maturing home-appliance business, analysts say.

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Campeau Lists Funds for Bid

WASHINGTON — Campeau Corp., vying with R.H. Macy & Co. to buy Federated Department Stores Inc., said Tuesday that it expected roughly half its \$6.1 billion bid to be funded with \$2.6 billion in bank financing.

IMAGE: The Yuppie Ad Is Passé

(Continued from first finance page) "It's a bunch of serious white guys with worried looks on their faces." In an ad for Southern California Lincoln-Mercury Dealers, yuppies have become the target of ridicule.

Exxon Planning Spending Rise

NEW YORK — Exxon Corp. is increasing capital spending on continuing operations by \$1.2 billion this year to \$6.5 billion, according to analysts who met Tuesday with the oil giant's chairman, Lawrence Rawl.

INVESTORS Diversify to protect your investments

International interest rates, the U.S. trade deficit, the recent world stockmarket crash and fears of inflation are just some of the reasons why you should consider the futures market as a hedge against the risk exposure of your current investments.

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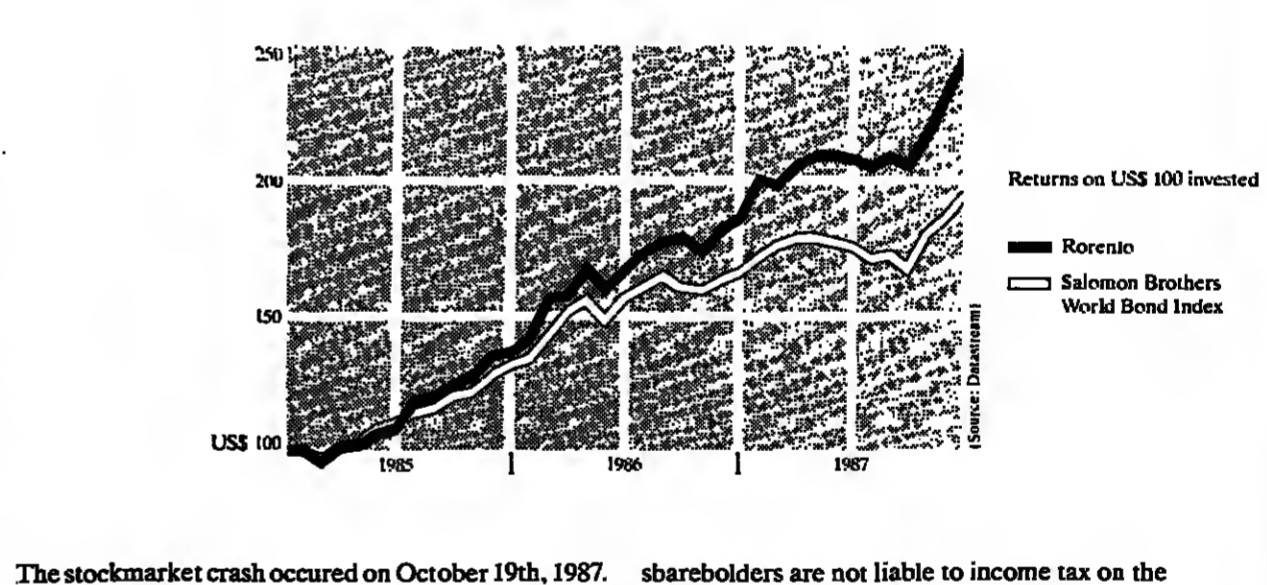
Accounts

Schenley Industries to Grey Advertising for Lilet, an imported French spirit. Johnson & Johnson to Conlon & Nye Advertising for two projects.

People

Robert Cox is joining Hal Riney & Partners, New York, as senior vice president, executive creative director. Kathy Bloomgarden has become president of Ruder Finn & Rotman, public relations.

SPOT THE CRASH.



The stockmarket crash occurred on October 19th, 1987. During that particular month, however, the dollar value of holdings in our investment company, Rorento, actually increased by 5.9%.

Low risk doesn't have to mean low return. In the three years to 31st December 1987, investments in Rorento have achieved a 33.5% average annual growth rate.

To: The Manager, Robeco Group, PO Box 973, 3000 AZ Rotterdam, Holland. I'm interested in your Robeco Geneva Account. Please tell me more.

Share the wealth. The Global Newspaper. A large advertisement featuring a bottle of wine and a newspaper.

The Global Newspaper. A large advertisement for a newspaper, featuring a globe and the text 'The Global Newspaper'.

January 1st 1988 - Fiatagri and Fiatallis together in a new company.



Nowadays, the challenge of constantly **FiatGeotech:** improving competitiveness requires both **a new landmark** insight and foresight when making decisions. **on the horizon.** FiatGeotech, that unites the force of two great partners, Fiatagri and Fiatallis each a top ranker in its own area of specialization, is the Fiat Group's prompt effective response to this challenge. Through FiatGeotech, these two firmly established, world renowned brands can now fully exploit their combined strength and renewed resources, continuing to offer the market top flight products, networks and services. From today, FiatGeotech encompasses the land: land to be cultivated, land to be worked. The figures speak for themselves: 10 facilities, 14,000 employees, a forecast turnover for 1988 of approx. \$2,395 million, with \$265 million earmarked for investments in the three year period 1988-90. A solid basis to imbue the system with renewed energy and fresh vitality, to re-affirm its forefront position amongst world leaders. FiatGeotech reflects the Fiat Group's firm intention to operate in this sector, rationalizing productivity and enhancing technological innovation, to offer its customers increasingly advanced equipment and efficient, effective services. New horizons for the land: FiatGeotech.

FIATGEOTECH
EARTH TECHNOLOGY

CURRENCY MARKETS

POUND: Despite Rise, Thatcher Rules Out Rate Cut

(Continued from first finance page) months had been exceptionally narrow and could not last forever. But they said stability of the pound did not mean immobility. Some private analysts, however, warned that the pound had now entered a period of uncertainty, in which it could soon come under renewed downward pressure.

"It is a very unstable and dangerous situation," said Christopher Johnson, chief economic adviser to Lloyds Bank PLC. When the Bank of England signals that it wants to end the rally, speculators will "take their profits and rush for the exits," Mr. Johnson predicted. Then, he said, the pound could go into a free-fall "and who knows where it would stop?"

John Coff, the economic director of the Confederation of British Industry, a management group, said, "We had been determined to impress upon the government the need for stability of the pound against the DM." "If this rise in the pound signals a change in government policy, then business would be concerned because the right solution in our view would be to reduce interest rates."

Mr. Johns of Phillips & Drew said that in deciding to abandon the 3 DM ceiling, the government had opted for "the lesser of three evils."

London Dollar Rates

Table with 3 columns: Currency, Bid, Ask. Includes Deutsche mark, Swiss franc, French franc, etc.

It did not want to feed inflation by lowering interest rates to reduce upward pressure on the pound.

The third option, further huge purchases of foreign currency, like the Bank of England made on Friday, would have added to domestic liquidity too fast by increasing the supply of pounds in circulation.

That would have loosened further what many traders and economists see as an already lax monetary posture.

Britain's broadest measure of money supply growth, M-3, expanded at a year-to-year rate of 22.4 percent last month.

Pressure on the market made "a collective decision" to sell dollars and buy the pound, Mr. Johns said.

High British interest rates, especially compared with those of West Germany, and a robust domestic economy have triggered a strong inflow of funds into pound-denominated assets.

Last week, the Bank of England sold several billion pounds to keep the pound below 3 DM.

Traders said the bank intervened only marginally on Monday and was not active on Tuesday.

Analysts in London said the higher range for the pound was not a signal that Britain was abandoning its policy of a "managed float" of the pound against the Deutsche mark, but an indication that domestic monetary goals could take precedence over export competitiveness.

"The government is obviously putting a lot more priority on monetary control and less on rigid exchange rate stability," said Brendan Brown, chief economist with County NatWest Investment Bank.

He added: "Although the top of the new range has yet to be tested, I think it's clear the Bank of England has set a long-term range of 2.95 to 3.10."

"We've already begun to see some profit-taking, as one would expect, and I suspect the Bank of England will give steady support to the pound when it starts to drift back on more profit-taking, thereby establishing a short-term range of 3.05 DM to 3.10 DM."

In earlier European trading, the dollar was fixed in Frankfurt at 1.6724 DM, down from 1.6860 DM at Monday's close, and in Paris at \$665.00 French francs, down from 5.7045.

It closed in Zurich at 1.3755 Swiss francs, down from 1.3870.

Japan Sources Expect Meeting Of G-5 in April

TOKYO — The Group of Five major industrial nations or the Group of Seven, or both, are likely to meet in Washington in mid-April, Japanese government sources said Tuesday.

The meeting would be held, as is usually the case, in connection with the meeting of the International Monetary Fund's interim committee on April 14 and the development committee on April 15.

The Japanese sources said the nations were contacting each other about the exact timing of the meeting.

The sources did not disclose any agenda but said the nations would probably reaffirm their December agreement on currency stability.

The Group of Five comprises the United States, Japan, West Germany, France and Britain. The Group of Seven comprises the G-5, Italy and Canada.

Frequent Fliers Fear Restrictions on Free Trips

By Agis Salpukas New York Times Service NEW YORK — Joe Dulle, the president of a group of retail stores in Texas whose headquarters is in Fort Worth, often drives to visit his store in San Antonio. If he flies, he takes a commuter airline from a nearby airport.

This month, however, he drove to Dallas-Fort Worth International Airport to make the 42-minute flight on American Airlines. His purpose: to qualify for the triple-mileage provision in American's frequent-flyer program, which requires that members make at least one round trip or two one-way trips by March 31.

"I want to the big airport and to American to qualify," he said. "Triple mileage is what made me change my plans."

Travel surged last month on such carriers as American, partly because of its requirement that customers travel before March 31 to qualify for triple mileage on all the trips they make this year.

Since American initiated the frequent-flyer concept in May of 1981, under which travelers earn free trips if they accumulate certain amounts of mileage, the programs have become an important marketing tool. But rarely have they caused so much controversy.

Some members, particularly those who have hundreds of thousands of miles banked, fear that as new people are attracted into the programs and as many begin to turn in their miles, the airlines may restrict seats to highly desirable destinations and make it more difficult to qualify for free trips.

Lea Schipper, a scientist at Lawrence Berkeley Laboratories in California, who has hundreds of thousands of miles banked with a number of carriers, said he feared that airlines may change the rules and ask for more miles for a free ticket.

"This may be a real good thing now, but in the long run it could backfire," he said. United Airlines, for example, already plans to restrict capacity on some of its Pacific destinations for use by frequent fliers, but such steps so far have been limited.

Much more likely will be incentive programs that will seek to shift travel away from peak periods by offering free tickets for less miles during off-peak times.

There are also fears that the Internal Revenue Service may decide to tax the benefits in the future.

'Mileage junkies' are learning to exploit the programs by finding ways to gain enormous mileage for relatively short trips.

John Cross, an employee for Consumers for Travel Letter, a newsletter geared to frequent travelers, said he made a round trip between San Diego and San Francisco, a distance of 894 miles (1,432 kilometers), that cost \$78, in such a way that it enabled him to obtain 12,000 miles on his frequent-flyer benefits under incentives that Delta Air Lines offers.

To get so much mileage, Mr. Cross had to fly to Los Angeles and then make a connecting flight to San Diego on Delta, though he had to wait five hours in San Diego before returning.

Some frequent fliers also have become sophisticated, accumulating so many miles that they do not have time to cash them in. There are estimates that large amounts of the miles will never be used, easing pressure on the airlines.

Airline executives also predict that the current liberal program will run its course for a year and then all the major airlines will decide to bring it to an end.

"We look at it as a one-year aberration," Mr. Gunn said. "Then some sanity will come back."

He said that about 40 percent of entries on the average, while passengers traveling by tickets make up only about 2 percent of total passengers.

He described the program as a "windfall to the customer." Many are changing travel plans to cash in.

Mr. Schipper, for example, decided to fly on a particular carrier to Europe later this month rather than on an airline he considered more desirable, because it will enable him to qualify for the triple-mileage program.

And "mileage junkies," as they are called in the industry, are already learning to exploit frequent-flyer programs by finding ways to gain enormous mileage for relatively short trips.

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KODAK: New Focus on the Future Is Reflected in an Array of Changes

(Continued from first finance page) Kodak had led them to expect earnings that were even higher.

Despite the barbs, Kodak executives still say they are racing down the right path.

"We must grow, and our internal changes were necessary structural adjustments to assure that growth," said Colby H. Chandler, Kodak's chief executive.

In fact, Kodak has developed a need for the change," Mr. Chandler said.

J. Phillip Samper, vice chairman of Kodak and a prime mover behind the reorganization, is more graphic. "There's been an enormous amount of pain and trauma," he said. "And the culture's out completely changed yet."

If any one word could be described Kodak's old culture, it would have been "insular,"

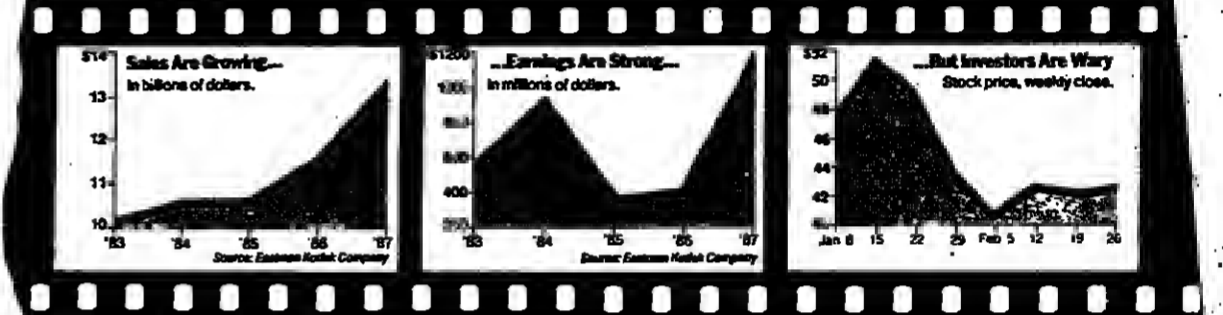
acts and those of competitors, checking them in terms of costs, quality and the like.

So in 1980 and 1981, Mr. Samper went on a campaign to shake the company out of its complacency. He made a video "challenging the wonders of the Great Yellow Father," and sent it around to employees.

Actually, Kodak was about to have its strength threatened by belt-tightening. The Sterling acquisition has brought Kodak's debt load to 55 percent of total capitalization, up from just 35 percent before the acquisition.

Many Wall Street analysts expect that Sterling brings valuable distribution and product strength to Kodak.

Still, they question whether Kodak might not have found those same strengths at a lower price.



small but vocal cadre of supporters among analysts and investors.

Kodak's new peppiness is no aberration; it has been institutionalized. Three years ago Kodak scrapped its centralized organization. It dismantled its huge manufacturing, research and marketing staffs, and created 24 business units, each with a general manager.

It made those managers responsible for costs and profits as well as for quality.

Compared to its old lumbering self, Kodak is a veritable whirling dervish. It is spewing forth new products at a dizzying speed, 250 in the past two years. It has set up a separate venture division to provide seed money and assistance for staffers with ideas for new products. It is embracing new, quicker manufacturing technologies.

The new pace is evident in all of Kodak's business lines. The newest Kodak copier line, introduced on Jan. 13, took only two and a half years from start to finish. Like the lithium battery. Unlike the battery, however, it has encountered no quality complaints.

Even the decision to acquire Sterling was made inordinately quickly, for Kodak.

Mr. Chandler is delighted with the changes, but his pleasure is tempered a bit. Kodak is not the only manufacturing company to compress its product development cycle.

But Kodak, long known as the Great Yellow Father for its grade-to-grade relationship with its employees, arguably has paid the highest human price. It has been forced to abandon its paternalistic attitudes toward its employees and its arrogant aloofness toward anyone else.

"It's been hard for some of the old-line executives to accept the

company's world was bounded by its Rochester headquarters. It was international in that up to 40 percent of its revenues came from outside the United States. But as far as Kodak was concerned, the only worthwhile ideas or processes were originated in its labs and offices.

For most of the company's 108-year history, it shied away from being first with anything. Kodak arguably could have given Xerox a run for the dry copier market in the 1960s; instead, Kodak spent a decade putting the finishing touches on its copiers before bringing one to market.

A few — very few — Kodak managers were troubled by the company's complacency. In 1971, when Mr. Chandler was director of program planning, he produced a balance sheet and earnings statement for 23 of Kodak's product lines, as a way of checking analytically how the company was deploying resources. He suggested a similar line-of-business reorganization then, but no one liked the idea.

So Kodak continued to suffer from its insularity and caution. By not interacting with outsiders, it lost touch with its own markets, and made a series of destructive product decisions.

The 1980s brought two things that changed Kodak, probably forever. One was the soaring dollar; the other was Mr. Samper.

During 14 years abroad, mostly in Latin America, Mr. Samper had seen European and Japanese competitors chip away at Kodak's market share even as Kodak's sales and earnings continued to rise. When he returned to Rochester as a marketing executive in 1976, he was appalled that no one at headquarters was tracking market share.

"No one had the responsibility," he said. He initiated a program to track hard looks at Kodak's prod-

ucts and those of competitors, checking them in terms of costs, quality and the like.

Mr. Chandler disagrees vehemently. He notes that Kodak already has a \$1 billion health care business. In addition to its sizable X-ray machine and film business, Kodak holds the patents on Nutril Vitamin B and already makes a number of pharmaceuticals.

Perhaps most important, pharmaceuticals are a high-margin business, and high margins in industries that are not easy to get into are what Kodak is all about.

"Health care is the highest-margin business of the future with a high cost of entry," Mr. Chandler said.

He may be right, but Kodak's photographic products people are not ready to give up the top spot.

"Last year we had the largest percentage of growth in 10 years in color negative exposures, and that's the biggest barometer of photographic products health," said Mr. Frezzano, who has committed nearly a quarter of a billion dollars to modernizing film operations.

Kodak is taking a closer look at its other photographic businesses, too. For example, it has made a good deal of money supplying photographic papers and chemicals to other photographers, but photofinishing itself never has been particularly profitable for the company.

Meanwhile, Kodak continues to pursue its cultural change. It has a steady stream of professors and consultants teaching its people new ways to manage. It has elevated its blue-collar workers to the status of team members, and elicited productivity improvement suggestions from them.

But whether Kodak will keep the right stream of products flowing at the right pace remains to be seen. The Great Yellow Father is acting like a feisty teenager — but in adolescence, growth always has been a painful process.

Notice of Annual General Meeting of Shareholders

JB CoB DOLLAR-BAER Julius Baer U.S. Dollar Bond Fund Ltd. NOTICE IS HEREBY GIVEN of the Annual General Meeting to be held at Julius Baer Bank and Trust Company Ltd., Butterfield House, Grand Cayman, Cayman Islands, on the 30th day of March, 1988 at 10 a.m. for the following purposes: 1. To receive and consider and, if thought fit, adopt the accounts presented by the Directors for the year ended 31st December, 1987 and the reports of the Directors and Auditors. 2. To ratify the acts of Directors. 3. To appoint Auditors and authorize the Directors to fix the Auditors' remuneration. Secretary and Registrar: Julius Baer Bank and Trust Company Ltd., Butterfield House, P.O. Box 1100, Grand Cayman, Cayman Islands.

Notice of Annual General Meeting of Shareholders

JB CoB D-MARK-BAER Julius Baer D-Mark Bond Fund Ltd. NOTICE IS HEREBY GIVEN of the Annual General Meeting to be held at Julius Baer Bank and Trust Company Ltd., Butterfield House, Grand Cayman, Cayman Islands, on the 30th day of March, 1988 at 10:30 a.m. for the following purposes: 1. To receive and consider and, if thought fit, adopt the accounts presented by the Directors for the year ended 31st December, 1987 and the reports of the Directors and Auditors. 2. To ratify the acts of Directors. 3. To appoint Auditors and authorize the Directors to fix the Auditors' remuneration. Secretary and Registrar: Julius Baer Bank and Trust Company Ltd., Butterfield House, P.O. Box 1100, Grand Cayman, Cayman Islands.

Notice of Annual General Meeting of Shareholders

JB CoB LIQUIBAER Julius Baer U.S. Dollar Fund Limited NOTICE IS HEREBY GIVEN of the Annual General Meeting to be held at Julius Baer Bank and Trust Company Ltd., Butterfield House, Grand Cayman, Cayman Islands, on the 30th day of March, 1988 at 11 a.m. for the following purposes: 1. To receive and consider and, if thought fit, adopt the accounts presented by the Directors for the year ended 31st December, 1987 and the reports of the Directors and Auditors. 2. To ratify the acts of Directors. 3. To appoint Auditors and authorize the Directors to fix the Auditors' remuneration. Secretary and Registrar: Julius Baer Bank and Trust Company Ltd., Butterfield House, P.O. Box 1100, Grand Cayman, Cayman Islands.

Polaroid Stock Surges On Rumored Settlement

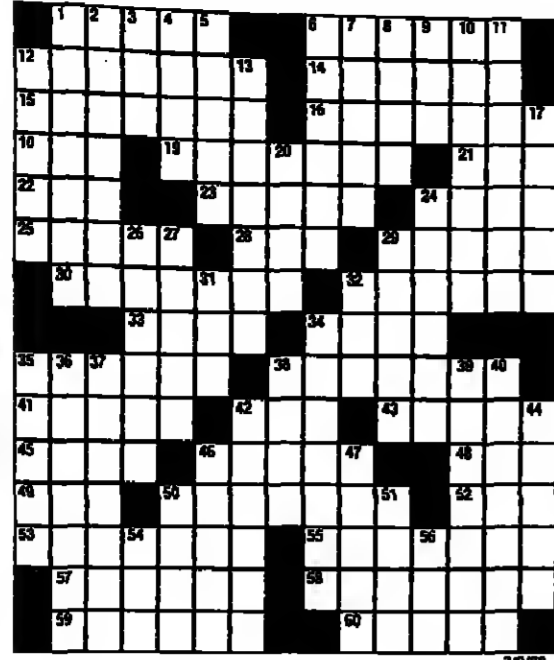
New York Times Service NEW YORK — Rumors of a larger than expected legal settlement have sent the shares of Polaroid Corp. soaring in the past week. Although on Tuesday the stock, one of the most active on the New York Stock Exchange, closed at \$34.25, down \$1.25, it was still up \$4.50 a share since Feb. 26. Behind the sharp run-up is the possibility of a larger than expected settlement of a patent infringement lawsuit against Eastman Kodak Co. Polaroid won the suit in the Supreme Court and is now waiting for a trial date to establish the amount of damages. Polaroid has calculated its damages at \$5.7 billion. Analysts do not expect the company to receive that much, but they are anticipating a large award. Last Friday, after reviewing newly released court documents, a number of Wall Street analysts raised their estimates of the amount Polaroid could receive. Charles K. Ryan, first vice president of Merrill Lynch Capital Markets, for instance, increased his estimate of damages from \$500 million to between \$1 billion and \$2 billion. Such a settlement, he estimated, could add as much as \$14.50 a share in after-tax profits. The activity also has been fueled by rumors that John W. Kluge, chairman of Metromedia, has been a heavy buyer in recent days. Mr. Kluge, who is traveling, was unavailable for comment. The rumor that he was buying also touched off speculation of a possible takeover attempt, although there was nothing to indicate such a move. The recent price rise — from the low 20s in February — makes some analysts and stockholders nervous. The price has jumped too fast, they say. Brenda L. Landry, a principal at Morgan Stanley & Co., is recommending the stock but acknowledges that it has often been a victim of rumors. "This is a story stock and the past few weeks have proven it," she said. Analysts note that whoever was buying Polaroid's stock was taking pains to hide what looked like a large accumulation. The size of the transactions are small and spread among several brokerage firms. Most of the blocks are in the range of 10,000 to 20,000 shares, rather than 100,000 or 200,000.

INTERNATIONAL BUSINESS MESSAGE CENTER

Grid of 12 columns and 10 rows of business advertisements. Columns include: IMPORT/EXPORT, BUSINESS OPPORTUNITIES, BUSINESS SERVICES, FINANCIAL INVESTMENTS, OFFICE SERVICES, etc. Advertisements cover various sectors like real estate, investment, and international trade.

Large advertisement for 'International Duty and Tax Free Seminar'. Features a circular logo with 'DUTY & TAX FREE' and text describing the seminar's focus on international trade, registration information, and contact details for Peter R. Wenban & Associates.

Advertisement for 'The World's 1992 Rendez-Vous with Europe'. Includes a starburst graphic with the year '1992' and text announcing a series of seven major IHT advertising sections.



CROSSWORD puzzle clues and answers. Across: 1 Flag supports... Down: 1 Ceramic artisans...

DENNIS THE MENACE



HE CONNECTED THE DOTS ON GEORGE WHITE'S DALMATIAN!

JUMBLE THAT SCRAMBLED WORD GAME

Jumble word game instructions and a cartoon illustration of a man with a surprised expression.

Answers to Jumble: PYLON CHAFE BUCKLE FIDDLE. Answer: What barbed wire was first used for—'OE FENCE'.

WEATHER

Weather forecast table with columns for Europe, Middle East, Oceania, Asia, and North America, showing high/low temperatures and conditions.

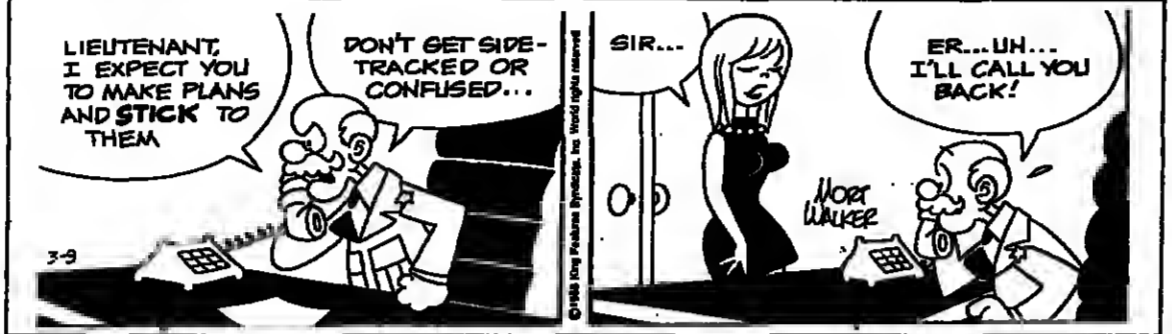
PEANUTS



BLONDIE



BEEBLE BAILEY



ANDY CAPP



WIZARD OF ID



REX MORGAN



GARFIELD



BOOKS

THE LAST CRUSADE: The War on Consumption 1862-1954. By Mark Caldwell. Illustrated. 336 pages. \$22.50. Atheneum, 597 Fifth Avenue, New York, N. Y. 10017.

Reviewed by John Gross. TUBERCULOSIS is an ancient scourge, but never in recorded history had it claimed more lives than it did in the middle years of the 19th century. At the same time it was only then that scientists began to form an accurate picture of the disease. In 1865 the Frenchman Jean Antoine Villemin established what had previously only been suspected, that it was contagious, and in 1882 the German bacteriologist Robert Koch succeeded in isolating the tubercle bacillus.

Solution to Previous Puzzle. A grid of letters forming words like AMATEUR, PROMOTIE, RELEASE, AERATES, GAGARIN, PIRATES, ESSAYS, STAYS, SOME, NUR, ARR, MIN, TRIO, LEUR, DANE, SEALERS, SARONGS, DOE, VAN, CASINO, PENNAME, ALAN, NEARS, ASAN, LAR, EPI, PRC, OMAN, ARENA, MILA, RECEIVE, TOUNG, IDEATES, TSCENE, CANTERS, RECEDED.

BRIDGE

By Alan Truscott. A TOURIST postcard re-created arrived from Charles Coon of Gloucester, Massachusetts, who represented the United States in world championship competition 26 years ago. It came from the tiny town of Porvenir on the Chilean island of Tierra Del Fuego, his last civilized port of call en route to the South Pole.

World Stock Markets

World Stock Markets table showing closing prices in local currencies for various countries including Amsterdam, London, Zurich, Tokyo, Sao Paulo, Singapore, Milan, Madrid, Helsinki, Frankfurt, Stockholm, and Sydney.

But Trudeau also went on to praise Caldwell's words, "a new, more robust... might not, after all, be a doomed... came during a hunting expedition in the... roadtracks. Settling in the region, he gradually recovered, took to treating tubercular patients who visited him there, and finally, in 1901, opened a sanitarium outside the village of Saranac Lake, New York.

BEST SELLERS

Best Sellers table listing top books from The New York Times, including 'The Bonfire of the Vanities' by Tom Wolfe and 'The Rise and Fall of the Great Powers' by Paul Kennedy.

BRIDGE

Bridge table showing North and South hands, cards dealt, and scores for various deals.

Additional stock market data and financial information, including 'Toronto March 8' and 'Canadian stocks up'.

SPORTS

Soccer's Goalkeepers: A Breed Apart With Communal Hazards

LONDON — Nowadays we seldom hear the old saying that soccer's goalkeepers are monkeys dangling from the crossbar...

ROB HUGHES

Putting it into perspective: Chris Woods and Jean-Marie Pfaff still can pull in major rewards...

They, supposedly, are soldiers in the Romanian army. Their families queue for bread in Bucharest and may shiver in poorly heated apartments...

Mucadam after that crowning hour, Mucadam was rushed to a hospital with a thrombosis. Emergency surgery saved him without an arm having to be amputated...

Goalkeepers stand around so long, their limbs subjected to such bruising and buffeting, that circulatory problems may come with the job...

Then it happened. The Rangers' defense committed another of its ugly fouls, Gheorgi Hagi touched the free-kick to Stefan Iovan, and the shot was tame...

Meanwhile, we should put both Woods' and Pfaff's gloom into perspective. They still have it in their hands to pull in major rewards...

Hughes, the Swansea City goalkeeper and not so long ago Wales' youth international No. 1, has had to retire under doctors' orders...

Steve King will not. He was 29, a young man for whom goalkeeping was a hobby...

Rob Hughes is on the staff of the Sunday Times.

Cinderella Will Be Back At NCAA Ball

Compiled by Our Staff From Dispatches NEW YORK — North Carolina-Charlotte, a Cinderella team the last time it received an invitation to the ball...

Byron Dinkins scored 16 of his 26 points in the second half and sank two free throws with 1:22 to go to give UNC-Charlotte an 81-79 victory over Virginia Commonwealth in the Sun Belt Conference tournament final...

Maxwell, the 11-year NBA veteran who helped the Boston Celtics win the NBA championship, led UNC-Charlotte to its only previous Sun Belt title, in 1977, when the 49ers gained the NCAA tournament's final four...

Also advancing Monday night were No. 16 Loyola-Marymount, a 104-96 winner over Santa Clara in the West Coast Athletic tournament title game...

MINNEAPOLIS (AP) — The National Collegiate Athletic Association put the University of Minnesota men's basketball program on probation Monday for 18 months and barred the team from postseason competition for two years...

Updates Oregon-Davis High School, the underdog team from the little town of Hamlet, Indiana, (IHT, March 5) has reached Saturday's regionals of the state boys basketball tournament...

For the Record Roger Craig, manager of the San Francisco Giants, will undergo arthroscopic surgery Thursday to repair knee injury aggravated while demonstrating a pick-off move...

Trivia As NBA coaches, Red Auerbach (Washington, Tri-Cities, Boston) and Bill Russell (Boston, Seattle, Sacramento) have won titles only with teams on which Russell played...

Quotable Hugh Durham, University of Georgia basketball coach: "It's not how good you play when you play good. It's how good you play when you play bad..."

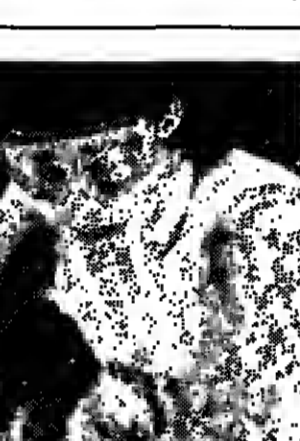


Goalie Grant Fuhr of the Edmonton Oilers had a full cage Monday night: first came the puck, then Laurie Boschman of the Winnipeg Jets, then teammate Charlie Huddy. The Oilers prevailed, 6-0.

Marymount to its 24th straight victory at home but lost twice to Loyola, is expected to be invited to the NIT. Loyola, which extended the nation's longest winning streak to 24 games, went in front for the first time on Jeff Fryer's shot at the buzzer for a 51-49 halftime edge...

In East Rutherford, New Jersey, Rich Tarr's career-high 24 points and Lionel Simmons's 23 helped La Salle get its 15th straight victory and first NCAA bid since 1983. In Hampton, Virginia, Benji Taylor's four straight free throws in the final 1:50 got Richmond past George Mason...

Germany's Meier Wins 1st Cup Race ASPEN, Colorado — Christine Meier of West Germany, so nervous because she was shaking, overtook Mateja Svet of Yugoslavia and won her first World Cup race Monday in a women's giant slalom...



Blanca Fernandez Ochoa: Second, happy.

"I haven't skied badly, I just haven't skied," she said angrily Monday between her first and second runs. "I've done my best. I didn't plan to fall. Why can't they understand that?"

Reed Perfect No Longer The New Jersey Nets' perfect record under their new coach, Willis Reed, was ended at three games Monday night when a 29-13 run in the third quarter gave the Utah Jazz a 105-81 victory, their fifth straight. The Associated Press reported from Salt Lake City, Utah.

Iditarod Racers Mushing Through Snow Into Wilderness

Compiled by Our Staff From Dispatches ROHN, Alaska — Jan Masek led a steady stream of mushers down from the Alaska Range to the Rohn Roadhouse on Monday, 271 miles (439 kilometers) on the 1,150-mile Iditarod Trail Sled Dog Race.

Masek of Anchorage, Alaska, pulled up to the isolated cabin checkpoint 10 minutes ahead of defending champion Susan Butcher, who was followed closely by a group that included Jacques Philip of Thonon, France...

Butcher, the 33-year-old defending champion who in 1987 broke the race record, arriving in Nome in 11 days, down icy slopes, across almost barren tundra and into deep snow that obliterates the trail.

College Top 20s The UPI board of coaches' top 20 ratings (first-place votes in parentheses, season records, total points based on 28-10-18, etc. records through March 6 and last week's rankings):

MONDAY'S SELECTED RESULTS Midwest Notre Dame 104, Marquette 71, Michigan 71, Michigan State 71, Michigan State 71, Michigan State 71.

Baseball Detroit 5, Houston 4, Kansas City 5, Minnesota 4, Los Angeles 5, New York Mets 1, Milwaukee 5, San Francisco 7, San Diego 5, Chicago Cubs 3, Oakland 3, California 7, Cleveland 4, Seattle 3, 10 innings, Atlanta 7, New York Yankees 6, Texas 4, Toronto 5.

Exhibition Games Pittsburgh 3, Chicago White Sox 2, Philadelphia 2, St. Louis 1, Montreal 1, Baltimore 1, Boston 1, Cincinnati 1, Texas 4, Toronto 5.

Transition BASKETBALL National Basketball Association L.A. CLIPPERS — Signed Claude Gregory, forward, to 10-day contract and Kenny Fitts, forward, to 10-day contract.

SCOREBOARD

Hockey

Table with NHL Standings, NBA Standings, and Campbell Conference results.

Basketball

Table with College Top 20s and Monday's Results for basketball.

Transition

Table with Baseball and Exhibition Games results.

Russell 'Promoted' By NBA Kings From Coach to VP (Scout)

SACRAMENTO — Bill Russell, the man who was to become president of the Sacramento Kings of the National Basketball Association after coaching them for a while, was kicked upstairs Monday, after only nine months on the job.



Jim Abbott

And, instead of becoming general manager en route to the top of the scheme outlined last year by Gregg Lukenbill, the team's general managing partner and part owner who hired Russell — Russell was made vice president in charge of basketball operations.

Essentially, Russell will be chief scout for the club that is in last place in the Midwest Division. Jerry Reynolds, the assistant coach who finished last season as the interim coach, replaced Russell. Lukenbill said that this time Reynolds "is the permanent head coach for at least two years after this year."

Pitcher Abbott Chosen as Top U.S. Amateur

INDIANAPOLIS — Jim Abbott, who was born without a right hand and became the first U.S. pitcher to beat Cuba's baseball team in Cuba in 25 years, was named Monday as the 58th winner of the annual Sullivan Award as the top U.S. amateur athlete.

Abbott, 20, of Flint, Michigan, who plays for the University of Michigan, led Team USA last summer with an 8-1 record and a 1.70 earned run average as it won a silver medal in the Pan American Games. As a sophomore at Michigan last year, he started 15 games and finished the season with a 11-1 record. He was named the 1987 winner of the Golden Spikes Award as the country's outstanding amateur baseball player by the U.S. Baseball Federation.

The first baseball player to receive the Sullivan Award in its history, he was selected from among a group of amateur athletes that included world hurling champion Greg Foster, 27; former Navy basketball star David Robinson, 22; and Karb Kiraly, the captain of the Olympic gold medal men's volleyball team in 1984 who helped the squad achieve the No. 1 ranking in the world last year after it won the world championship in 1986.

More than 2,000 voters participated nationally in the voting to select the winner from among 10 finalists. "It's just incredible," Abbott said of his selection. "I just thought I was coming here for a dinner and to meet some of these other athletes." The award carries no monetary reward and it can be won only once. It is named in honor of James E. Sullivan, a founder and past president of the Amateur Athletic Union.

Advertisement for IB BLANCPAIN watches, featuring a watch image and text: 'SINCE 1735 THERE HAS NEVER BEEN A QUARTZ BLANCPAIN WATCH. AND THERE NEVER WILL BE. david morris'.

OBSERVER

Column Must Go On

By Russell Baker
NEW YORK — It is 3:15 in the morning, and I have just been roused out of bed to announce there will be no column in this space today. I keep my thoughts to myself, but that doesn't mean I can't try to put a little fire in the old fellow once in awhile.

luminated cow, eerie orange letters leaping out of a velvety black background, but still just a television screen.
"Get up in the morning, feeling good, and write a nice column about the irony of using television screens to write with."
In reply he coughed loudly, then screamed in pain.

By Roberto Suro
MILAN — Sipping white wine at the start of the evening, Ettore Sottsass toyed with the idea of the home as castle, and found it hopelessly obsolete.
Sottsass, an iconoclastic architect and designer, who is surprised at the influence he has gained late in life, argued that contemporary culture does not permit people to build homes with the permanence of castles, and he predicted that in the future homes will become ever more temporary.



Ettore Sottsass and one of his sketches for an apartment.

land around it, that transmitted a family's wealth through generations. And it was the ritualistic setting for a religious union between a man and a woman.
None of that is the rule anymore, he said, and as a result, "The home has lost much of its mythic destiny, because people no longer have one home but different homes of different types at different times of their lives."

calling how many times his furniture has been described as "zany."
Holding up his glass and taking a gulp with barely a pause in his sentence, he said, "You can drink wine like this."
"Or you can drink like this." He held the glass squarely in front of his face and said "Cheers."
The difference, he explained, is that "a toast is a moment of awareness, a conscious act of contact with the wine and the glass and a person."

PEOPLE

Judge Refuses to Open FBI Dossier on Lennon

A federal judge in Los Angeles refused to allow the release of records tracking the political activities of John Lennon because disclosure allegedly would compromise U.S. national security.
The judge, U.S. District Court Judge William W. Overton, said he would not open a dossier on Lennon that was compiled by the Federal Bureau of Investigation in 1970. . . .

Little China

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